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November 3, 2010

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ON TREK: Archant KOS Media boss Paul Stannard talks about his Peruvian charity trek. Search: 'Peru'

ALSO INSIDE

LETTERS PAGE 14
MOTORS PAGES 39-52
PROPERTY PAGES 53-56
SPORT PAGES 62-63

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NOT SUCH A BRIGHT IDEA

Farmers around Ashford are urging people celebrating Bonfire Night not to let off Chinese lanterns.

The mini hot air balloons, which are meant to bring good luck, land in fields where their metal frames can be swallowed by livestock.

Last year more than 200,000 lanterns, which can travel up to 30 miles, were launched in the UK.

FULL STORY ON PAGE 11

BY ED HILL

A SEX offender who fled to Africa has been sentenced to 12 years in jail after he was caught following hospitalisation for malaria.

Ian Duncan McLeod-McLean, 48, from Canterbury Road, Ashford, abused three young girls from Maidstone.

He was due to stand trial for the offences in 2008. However, just before he was due to make a plea he fled to Sierra Leone where he spent two years living rough as an illegal immigrant.

While in Africa he caught a serious bout of malaria and was hospitalised. It was discovered by the Sierra Leone authorities he was in the country illegally and British embassy staff informed them he was wanted for a string of crimes. He was deported and arrested at Heathrow airport on his return to the UK.

At an earlier hearing McLeod-McLean pleaded guilty to 20 of sexual abuse charges and not guilty to three counts.

At his sentencing on Friday at Maidstone Crown Court, the hearing was told the former driving instructor, employed by the Army, began the abuse in 1995. It then escalated to a series of serious offences in 2006-07.

His partner had also become aware he was viewing child pornography on the internet and

ABUSER: McLeod-McLean



CONTINUED ON PAGE 2



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INSIDE THIS WEEK

NEWS PAGES 4-11
Q&A PAGE 8
SCHOOLS PAGE 12
LETTERS PAGE 14
PROPERTY ... PAGES 51-55
JOB PAGES 56-60
CLASSIFIED PAGE 61
SPORT PAGES 62-63

INSIDE your lifestyle



PAGES 22-24 LEISURE
PAGE 26 BUSINESS
PAGE 28 WEATHER
PAGE 29 COMPETITION
PAGE 30 MUSIC/TRAVEL
PAGE 44 CINEMA/TV
PAGES 46-50 MOTORING

SEE OUR SISTER PAPERS KENT ON SUNDAY AND THE SATURDAY EDITION FOR ALL THE WEEKEND'S COUNTY NEWS AND SPORT

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Runner Mimi sets treadmill world record

■ BY ED HILL

A NEW world record has been set at the Designer Outlet.

Mimi Anderson, 48, ran a total of 403.87 miles to take the record for the longest distance run by a woman on a treadmill in seven days.

She managed the gruelling challenge despite suffering a stress fracture in her foot early on in the run.

She said: "It was coming to the end of the first day and I began to find running quite painful. When I poked it I nearly went through the ceiling with the pain."

Mrs Anderson was helped by Ashford-based running specialists Podplus who provided her with new shoes and foot massages to help combat the pain. She ran for up to 20 hours a day, only taking two breaks in each session.

The ultra-long-distance runner is more used to running through the countryside or the deserts of Africa in her record attempts.

She said being stuck on a treadmill was tough, but not as hard as she thought it might be.

She said: "You have to just mentally switch off, but actually a lot of the time I found myself people-watching, which was very entertaining. You could see people not talking to each other or parents getting irate with their children. That surprised me because I thought it would be really boring."

Mrs Anderson, who lives in Smarden, soon discovered that she had a talent for long-distance running when she took up the sport.

She said: "When I started I didn't know people did half marathons, but I just get a real buzz out of the long-distance events. I'm not a fast runner, but mentally I'm strong and



STRUGGLE: Mimi Anderson runs for charity

can just keep going."

The grandmother has spent the last year running and raising more than £5,000 for Help for Heroes. She is now taking a break until next year and giving her foot six weeks to recover.

"It's infuriating as I'm not allowed to drive so I'm stuck in the house. My husband thinks it's great because I can do the housework, but I'm not doing it on crutches," she said.

Her record attempt still has to be confirmed by Guinness World Records who examine the evidence of her record attempt gathered by Mrs Anderson and her helpers. This weekend she gave a talk about her challenge at Smarden village hall.

Kate Austen, owner of Podplus, said: "We were all amazed by her determination to achieve her goals and are looking forward to working with Mimi in the future and supporting her in her next challenges."

Sex offender stole victims' innocence

CONTINUED ON PAGE 2

found images of his abuse on a computer memory card.

In sentencing McLeod-McLean, Judge John Statman, said: "The level of sexual degradation in your case was considerable. You suffered sexual abuse yourself as a child. Your offences mirror that and you were well aware of the impact your actions would have on your victims."

McLeod-McLean, whose youngest victim was nine years old, is expected to serve six years in jail. He will be on the sex offenders register for life. He was also issued with a Sexual Prevention Order, meaning he cannot work with children or use the internet except for work, or possess a video camera.

Detective Chief Inspector Simon Wilson, from Maidstone Police, said: "Nothing will bring back the innocence this man stole from these young girls. His campaign of abuse and terror stretched over more than 10 years; the mental scars of which these girls will have to endure for the rest of their lives."

"Furthermore he compounded his crimes by fleeing the country before he could stand trial, leaving the victims wondering if they would ever find justice."

In summing up, Judge Statman praised McLeod-McLean's victims, who were in court, for having the bravery to go to the police and said he hoped the sentence would give them some form of closure.

New police number for non-emergencies

THE police are introducing a new non-emergency telephone number.

From next week the public will be asked to call 01622 690690 rather than phoning their local station.

Kent Police's assistant chief constable, Andy Adams, said: "This number should make contacting the police in a non-emergency situation much more straight-forward for people."

"It's an easy number to remember and will ensure any call made to us is routed properly to the appropriate person from the outset."

Neighbourhood policing team contact numbers will not change.

To find out the contact details for your neighbourhood officer, go to www.kent.police.uk and enter your postcode.

Development plans still possible

VILLAGERS in Sellindge and the surrounding areas held a meeting last week to discuss plans for new homes, a lorry park and a waste recycling plant on the A20.

A packed public meeting held at the school hall heard from parish councillors and the residents' group that the area remains ripe for development, due to its position on the A20 close to Ashford and Folkestone.

Sellindge Residents' Association chairman Ronald Lello said a 'village alliance' had been set up running down the East Stour Valley, from Westenanger to Willesborough, to share information and ideas on how to deal with planning proposals.

He told the meeting: "We believe the idea of a lorry park has not disappeared and is still held at Kent County Council as one they would



MEETING: Speakers discuss possible plans

like to pursue.

"It would mean cementing over some 70 to 140 acres of land between Sellindge and Aldington."

Mr Lello said the proposal to build a waste recycling plant at Otterpool Quarry had also not gone away and the committee had sent their own report outlining concerns to KCC and the Environment Agency.

But the audience was told they could still make their voices heard

and influence the future of the village via Shepway council's Local Development Framework (LDF).

Parish councillor Ken Baxter told the meeting the LDF would control housing strategy up to 2026.

About 1,200 homes could be built around Sellindge and other nearby villages with no extra educational or health services to compensate.

Mr Baxter said: "It's going to put a lot of pressure on Sellindge because it's the through road to everywhere."

Planning consultants Urban Initiatives had been drafted in by the Government to draw up a masterplan for Sellindge, which could include the possibility of a village green.

To find out more about the masterplan and to complete an online questionnaire, go to www.sellindge.future.org.uk.

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Report offers hope for town's court building

■ BY ED HILL

THERE is a glimmer of hope for the future of the town's court after a report from the Lord Chief Justice.

Lord Judge has examined the case for each of the 157 courts in the country, which the Justice Secretary Kenneth Clarke has targeted for closure. The minister hopes to shave £15 million pounds off the courts service budget.

In his report, Lord Judge puts Ashford in his 'C' category of court, which means he cannot recommend closure. He says: "There are rational arguments against closure which require further exploration before decisions are taken."

Ashford's court building also houses a county court, as well as the magistrates' court. In July this year it was listed for closure mainly because of the large maintenance bill that has built up on the building, totalling more than £600,000. If it does close, hearings would be transferred to Folkestone, Dover or Canterbury.

Referring to the court in Tufton Street, the Lord Chief Justice said: "At first sight both co-located courts (magistrates' and county) have little to recommend their continuance, due to operating costs and a large maintenance backlog. However, the Ashford area is a rapidly growing population area."

Many local solicitors have argued against Ashford's closure because of the extra travelling it will mean for people to get to other courts. They also say its location in the centre of Kent means it has a larger catchment area than other courts, in a town that is expected to grow.

Lord Judge takes these factors into account,



CENTRAL LOCATION: Ashford's court building could now be saved, possibly by merging with the Tribunal Service

but his strongest argument for keeping Ashford open appears to be if it could be merged with the Tribunal service currently housed at County Square.

He says: "In light of the proposed merger of the courts service and Tribunal Service, the possibility of maintaining a county court presence in the town could be achieved by sharing accommodation with the local tribunal service which has a significant presence in the town."

He also raises the point as argued by local

magistrates and solicitors that closing Dover's court may be a better option for saving the court service of money.

He says: "The local Bench has suggested that retention of Ashford and closure of Dover Magistrates' Court may be a better option. This is based on their assessment of potential savings to HMCS and better transport links. I think there may be merit in this option."

Kenneth Clarke is expected to make his decision on the court closure by the end of the year.

Two more held in murder inquiry

TWO more men from Ashford have been arrested in connection with the death of farmer Julian Gardner at his farm in East Sussex.

A 56-year-old man from the borough presented himself at Eastbourne custody centre on Monday. He was arrested for murder and interviewed by police.

On Friday, a 31-year-old man from Ashford was arrested. He was released with another man from North Wales and bailed until dates in January.

Two other men from Ashford, aged 29 and 40, have also been questioned by police in connection with the case. They were arrested on Friday, October 22, and have been released on police bail until the end of November.

Police believe Mr Gardner, 54, was crushed by a car on October 11, during a burglary which went wrong. His body was found at his farm machinery and car repair business near Robertsbridge.

Hunt for driver in deliberate attack

POLICE have released an edit of a driver who deliberately drove his car at a pedestrian.

The attack happened in Hythe Road at about 6.30pm on October 7.

The 26-year-old pedestrian was knocked to the ground and broke his leg as a result of the collision.

The alleged offender was driving a silver Fiat, possibly a Brava or Bravo, and was with another man and two girls.

Anyone who can help to identify the man in the edit is asked to contact PC Clare Ward on 01303 289416.



Actress Pam is carers' guest

THE actress Pam Ferris will be visiting Ashford on Friday.

The star, best known for her roles in *The Darling Buds of May* and the Hollywood film *Matilda*, will be at Carers' Support at Beaver Business Park on Friday.

Pam Ferris is vice president of the Princess Royal Trust for Carers. She will be giving a talk to the invited audience about her experiences as a carer.

Carers' Support provides information and support for people who look after a family member, friend or loved one with a disability or a long-term illness.

Eurostar beats contract appeal

AN appeal to stop Eurostar ordering German-built trains has been rejected by the High Court.

Alstom, the French manufacturer of the company's current trains, had said the Siemens ICE4 engines and carriages would not be safe in the Channel Tunnel.

Eurostar is investing £700m in rolling stock and a design facility for its old trains by Italian company Pininfarina.

In a statement, Eurostar said: "We are pleased the situation has been resolved and we can sign the contract with Siemens."

Legionella bug found in office water supply

A STRAIN of the Legionnaires' Disease bug has been found in the water system of International House, the home of the Health and Safety Executive.

However, it was not the potentially fatal form of pneumonia.

Legionnaires' Disease is caught by inhaling small droplets of contaminated water suspended in the air, most commonly found in cooling towers and air-conditioning systems.

More than 20 companies currently use International House, which is owned by the South East Development Agency (SEEDA).

One of the tenants is the Health and Safety Executive, who have to issue warnings and monitor an outbreak if a building is found to be contaminated with the disease.

A spokesman for SEEDA said: "A form of Legionella was found in the water supply at International House, in Ashford. We took immediate action to protect tenants and make the supply safe. No-one has become ill."

The Health and Safety Executive is involved and remedial action is now being taken. The system has been tested clear, and samples will continue to be taken as a precaution.

Ashford's Future also has offices in



the building, and the council's own environmental health officers discovered the contaminated microbes after a routine inspection.

A spokesman for Ashford council said: "During September, Ashford council investigations revealed a species of Legionella in the water systems at International House."

"This was not Legionella Pneumophila, which causes Legionnaires' Disease, and no causes of illness were linked to the building. The systems were chlorinated and further works undertaken by the building's management."

The fatal strain of Legionnaires' Disease was first identified in America in 1976, after 34 war veterans died after attending a convention at a hotel in Philadelphia.

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Picture: PHIL HOUGHTON



HORROR: Beverli Rhodes (below) was on board the bus blown up in Tavistock Square by extremist Hasib Hussain

Bomber victim gives evidence at 7/7 inquiry

■ BY MARIJKE COX

A TRAUMATIC personal account from a Kent survivor of the London bombings has been used in the first 7/7 inquest.

A description from Beverli Rhodes of the shocking aftermath of the attacks was included in the inquest into the Tavistock Square blast, where Islamic extremist Hasib Hussain blew up a double-decker bus, killing 13 innocent people.

The 49-year-old grandmother, from Kennington in Ashford, was one of the survivors of the bomb on the Tube near King's Cross and Russell Square stations.

Mrs Rhodes, a senior project consultant in anti-terrorism at the time, was on her way to a meeting in Tavistock Square with Olympic officials and ministers to discuss a major contract to provide security for the whole of the 2012 games venue.

Despite suffering serious chest, leg and facial injuries on the Tube, she continued her way to the meeting.

"Your head does funny things when you're in shock," she told KOS Media.

"I spoke to my colleague while on the way and he said 'You're never going to believe

this, but a bomb has just gone off on a bus and I'm covered in glass."

Mrs Rhodes said Lynton House in Tavistock Square, where she worked at the time, was made a designated crime scene which led to a lack of disrupted working time.

"I am the only survivor with experience of two bomb sites, which is why my information was used in the inquest," she said.

"I feel that I might have been the only person physically affected by the train bomb who was also damaged professionally by the bus bomb."

The grandmother, who had to leave her job due to post-traumatic stress disorder, admitted she also became suspicious about who the bombers' targets were.

"It went off on the bus at 9.57am, three minutes before the Olympic security meeting was due to be held in Lynton House in a boardroom directly opposite the top deck of the bus."

Inquests into the 2005 London bombings are to continue into next year, with security prevention also due to be scrutinised.



Group celebrates year of easy breathing

BREATH Easy Ashford and Tenterden (BEAT) has celebrated its first year.

The support group was set up to help people with health conditions that make breathing a struggle.

To mark its first year the group was joined by the Mayor of Ashford, Allen Wells, at the Swan centre in Newtown to hear about the group's work.

Sheila Russell, fundraiser for the group, said: "This year we have raised more than £6,500. It has expanded since we began and we would like to grow more."

Mrs Russell said: "Government policy is to treat people at home for their condition

rather than make trips to hospital."

Karen Howarth, a respiratory assistant with the group said: "People prefer being treated at home. It's better because they know they can pick up the phone and talk to one of us if they have a problem."

To find out more about BEAT, contact membership secretary Marion Faulks at marion@gandmf.plus.com.



SUPPORT: Mayor Allen Wells with members of BEAT

yourashford
NEWS IN BRIEF

Lemons win cycle race

A LOCAL building firm has come first in a night-time cycle race for charity.

Cole Construct from Bethersden took part in the off-road race for the British Heart Foundation.

The team of four, which went under the name of Kings of Lemon, emerged as winners of the Mixed Quads category in the 'Insomnia' Bedgebury Night Ride 2010.

The event, which aims to raise £20,000, attracted about 200 competitors to the 12-hour overnight race.

The Cole Construct team of Daniel Calnan, Danielle Petersmann, Dean Camier and Tim Hughes tackled a 9.6-mile, off-road course through Bedgebury Forest guided only by their helmet and cycle lights.

Managing director Daniel Calnan said: "We were delighted to find we'd finished in first place. It was fun and challenging and we are look forward to competing again next year."

Robbery samaritan sought

POLICE want to speak to a man who intervened in an attempted robbery.

A 16-year-old student and a friend were walking past the entrance of the Birchwood South Centre on Jemmett Road, South Ashford, when they were approached by three youths on October 13 at 1.30pm.

The gang demanded the 16-year-olds bicycle then forced him to the floor where he was punched. They ran off empty handed when a member of the public challenged them.

Call police on 01622 690690, and quote crime number FY/16438/10 or Crimestoppers anonymously on 0800 555111.

Homeless campaign launch

Homeless charity Porchlight has launched a campaign asking the public to Change a Future by letting its outreach team know the location of rough sleepers in Ashford.

Porchlight, which runs the Simon Mead hostel in the town, is asking anyone who comes across someone who may need their help to call the helpline on 0800 567 7699 or complete an online form at www.porchlight.org.uk/changeafuture.

After the details have been passed on the rough sleeper support team will try to locate the person on the next outreach session.

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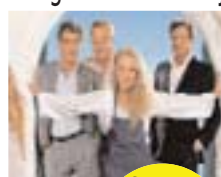
Mamma Mia Party

Warner Bembridge Coast, Isle of Wight - over 50s only

February 25 to 28, 2011

PRICE INCLUDES:

- Entertainment featuring a Mamma Mia movie screening, Abba tribute band in concert & more
- 3 nights en-suite Ambassador Room
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- Leisure facilities: Indoor pool & sauna
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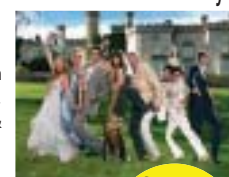
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ABTA Y0291

Summit reveals rail changes

AT a recent summit Kent County Council revealed some of its ambitions for rail services in Kent.

Some of the points would impact on the services being run from Ashford station.

One of its aims is to restore a direct service from Ashford to Gatwick. This would mean passengers could avoid changing at Tonbridge or going into London, dramatically cutting journey times.

The local authority said it also wanted the line between Ashford and Hastings to be electrified and a second track being put on the route to increase capacity.

Improvements

It also hoped that when the new high speed service to Germany begins the train will make at least one stop at a Kent station which could be either Ashford or Ebbsfleet.

However, it did not say when these improvements could be achieved and with Government spending severely cut back it seems unlikely they will happen any time soon.

At the summit, also attended by the train company Southeastern and commuter groups, passengers asked the county council to do its own survey of public satisfaction with train services. Many believe the one carried out by the nationwide group Passenger Focus, which said 81 per cent of train users in Kent were happy with the service, was not a true reflection of their views.

They also expressed concerns about forthcoming rail fare increase which could be as much as seven per cent.

Surgeons see a slice of life in Uganda hospital

STAFF from Benenden Hospital near Tenterden have spent two weeks in Uganda helping with surgical treatment.

Marie South, a general and paediatric surgeon, and Irene Hoppe, a surgical assistant, went to the Kitovu Hospital in Masaka to help the resident surgeon who had not been able to take a break for nine months because of the heavy workload.

They were joined by Dr Gammanpila a retired GP and former consultant anaesthetist from Maidstone Hospital.

The Ugandan hospital deals with a wide range of injuries, from trauma-related incidents, burns, and infections to medical treatment of malaria and AIDS, on a daily basis.

The volunteer medical team became the first point of call at the hospital during their stay where they had to manage and deliver care to a large number of patients each day.

Marie South said: "It is such a great opportunity to go out to Uganda and make a difference to people's lives. This kind of voluntary work

■ BY ED HILL

really helps to put into context how different our level of healthcare is compared to less fortunate third world countries."

Kitovu Hospital is of a relatively high standard compared with other hospitals in the region, but the surgical and medical equipment that they have available is basic and rudimentary.

Before their Uganda trip the doctors asked all the departments at Benenden Hospital to save and gather as many out-of-date supplies as possible to take over to Kitovu.

Under UK law, most medical equipment has to be disposed of by its use by date but much of it is still in good condition and can be used to treat patients in the developing world.

Dr South said: "It differs enormously from the care we provide in the UK because in Uganda there is no sophisticated means of investigation for medical staff so they have to rely on their basic knowledge to make diagnoses. Operations are performed without any sophisticated equipment such as keyhole surgery."



HELPING OUT: Dr South from Benenden Hospital went to Uganda to carry out surgical treatment at Kitovu Hospital

Benenden Hospital is part of an independent trust dealing with private patients and those referred to it by the NHS.

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QUESTION & ANSWER

CLIVE LEE



Q Why did you originally joined Caldecott?

A I joined in 2004 after spending 25 years with local authorities, latterly at Buckinghamshire county council, where I was head of social care for children and families, before that with Lincolnshire county council, and as an inspector with the NSPCC.

Coming to Caldecott meant that I could be directly involved with helping young people who have suffered extremes of cruelty, neglect or abuse to rebuild their lives, and influence the quality of the care they receive with a highly-skilled staff of 200.

Q What does the foundation do?

A We provide an assessment centre, residential homes for up to 50 children aged 5 to 16, an on-site school teaching to GCSE-level, a therapy centre and a fostering service.

Q How has caring for vulnerable children changed in recent years?

A The basic principles remain the same – to ensure our children feel safe, supported and listened to, with clear boundaries and expectations. We encourage them to achieve in all aspects of their lives, whether in relating to others, in the classroom or taking part in hobbies and games. Our objective is to help them become rounded adults, able to form successful relationships and enjoy a happy family life.

Q Many children in care have serious behavioural and emotional problems – do you think the man in the street understands the reasons why?

A It's incredibly difficult for anyone to understand the trauma these young people have suffered and, yes, sometimes it results in outbursts of temper and destructive behaviour. Others will withdraw into themselves, and it's hardly surprising when they have endured experiences which nobody should have to suffer, including being taken away from all that they have known in the past.

Some children test carers to the limit, simply to find out if they will suffer further rejection and disruption to their fragile lives. But they have the same hopes and dreams, the same need for warmth and security, as other children. I believe we have a responsibility to care for all our children.

Q What happens to young people when they leave Caldecott?

A Happily, many go on to lead fulfilling and productive lives and careers. Former Caldecott children have included a county police chief constable, barristers, solicitors, and a grammar school headmaster. It's particularly rewarding to see traumatised children settle down at Caldecott, begin to gain respect for themselves and others, and learn academic and practical skills. Some, of course, have been so damaged that they later go on to more specialised adult care to tackle ongoing needs.

Q Do you think government cutbacks will have an impact on young people's care?

A I'm certain of it. Most of our children are referred to us by local authority Social Services departments, and they do their best under severe financial pressure. Many children now come to us later than they would normally have, after multiple care and foster home placement breakdowns and with even more complex and challenging needs.

Q The Foundation celebrates its 100th anniversary in 2011 – how do you see its future?

A Continuing to do what we do well, adapting to the needs of vulnerable young people, and providing new services. For our centenary year, we are hoping to raise £750,000 for facilities such as a vocational training unit to help our older children learn skills such as car mechanics and hair and beauty. We are launching a major profile-raising programme, including a thanksgiving service at Canterbury Cathedral in May, a summer garden party, and a charity art auction.

Q Can people get involved with the centenary campaign or more generally?

A We welcome volunteers. To find out more, go to www.thecaldecottfoundation.co.uk or call Sam Scott or Timothy Allison in our fundraising department on 01303 815697. We are also recruiting foster carers – call Keith Nix on 01303 815653.

Q&A

The chief executive of The Caldecott Foundation in Smeeth, talks to **Ed Hill** about the charity, which cares for some of society's most vulnerable young people, and celebrating the organisation's centenary next year.

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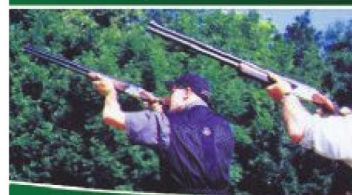
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School of Arts is officially opened

THE chairwoman of Arts Council England was on hand to officially open the University of Kent's new £6.6 million Jarman Building last week.

Dame Liz Forgan – a former managing director of BBC network radio – unveiled a plaque for the School of Arts centre.

The building, which is named after the late iconic artist and former Dungeness resident Derek Jarman, houses drama and film studios, computing and editing suites, a large art gallery and teaching rooms.

Deputy vice-chancellor Prof Keith Mander said: "The arts play an important role in the life of the nation and are popular with students."



ICON: Derek Jarman

in this building sends a clear signal at a time of difficult spending decisions that the University of Kent values its work in this area.

"Derek Jarman was one of the most important British artists of the 20th century and is closely identified with Kent. It is very fitting therefore that this superb building should bear his name."

Acting head of the School of Arts, Dr Nicola Shaughnessy, added: "Jarman, much like a Renaissance artist, engaged in a wide range of art forms, many of which are taught in our school."

"He was a writer of autobiographical journals, a poet, a painter, a scriptwriter, a film director, a cinematographer and a set designer."

GPs are preparing for their new roles

Following news that NHS primary care trusts will be abolished and groups of GPs will instead control local healthcare, Dr Robert Stewart gives his views on the continuing changes.

PRIMARY Care Trusts have never stirred the hearts of the public in quite the way hospitals do.

And they have never been able to enjoy the face-to-face relationship that a doctor can have with his patients.

To many they are the faceless bureaucrats sitting in an office, obsessed with targets and tick-box exercises. To most people though, they may mean very little at all and few will shed tears over their abolition, scheduled for 2013.

However when a recent article in a health journal asked 'What did PCTs ever do for us' the answer turned out to be a surprise.

To help GPs get to grips with all they are being asked to take over from PCTs under the proposals, we have been compiling lists of all we do – and it runs to more than 200 functions.

In future GPs will have responsibility for finding out what healthcare services communi-



BY DR ROBERT STEWART

ties need and purchasing these services on their behalf. But that is just the beginning of the story – behind the scenes there are a myriad of functions essential to the management of the system, from contract monitoring to consulting patients, that GPs in their new groups – or consortia – will also have to take on.

GPs are keen to explore all these 'hidden' roles, to ensure they are well-prepared and

properly resourced to move into a shadow phase as early as possible, for some it could be from April 2011.

Every time a GP refers a patient for treatment, or writes a prescription, they are in effect 'commissioning' so this is not a new concept to them, but the scale of the new system is bigger and more comprehensive than anything previously experienced.

There has been much talk about the fact that GPs are not number crunchers or management gurus, but the truth is they know only too well that they cannot personally do it all. They are very able people, and probably have a broader focus than some would expect, but nonetheless they recognise they will need support.

Meanwhile we are wasting no time in reducing our management costs, and reviewing our plans for the coming year. We will make sure when we hand over to GPs the finances are in good shape, and that by closely working together there is a smooth transition.

You can be sure that form will follow function – more than 200 in fact – so the future system really is designed around the needs of patients, not around a brick building or a logo.

• Dr Stewart is a medical director and director of clinical commissioning for NHS Eastern and Coastal Kent, and is also a practising GP.

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Women Seeking

KAREN 51, smoker, many interests, seeks country loving guy, 35-45 who is fun, loving and caring. Tel No: 0906 515 7112 Box No: 382050 ☞

LYN young 50yr old lady, divorced, attractive, size 16, black hair, green eyes, no ties, dog, likes walks, meals out, nights in, socialising, seeks gent, 40-55. Tel No: 0906 515 7112 Box No: 350023

BEAUTIFUL slim, Oriental babe, 21, stunning figure, seeks older, solvent gent, 70 plus to spoil and pamper her. Tel No: 0906 515 7112 Box No: 348545

TALL attractive nurse, dark hair, blue eyes looking to meet someone young and fit for off duty fun and friendship. Tel No: 0906 515 7112 Box No: 350719 ☞

LOVELY curvy, extrovert, green eyed blonde, seeks gorgeous, easygoing, fun male to share cuddles, laughs and TLC. Tel No: 0906 515 7112 Box No: 350697 ☞

ATTRACTIVE vivacious, curvy blonde beautiful brown eyes, many interests, looking for someone nice to cuddle up on the sofa and share good wine with. Tel No: 0906 515 7112 Box No: 350695 ☞

ATTRACTIVE vivacious lady seeks good looking male to share travel, romantic nights out and lots of TLC. Tel No: 0906 515 7112 Box No: 350693 ☞

BEAUTIFUL bubbly blue eyed blonde, full of life looking for similar extrovert male to put some fun back in her life. Tel No: 0906 515 7112 Box No: 350725 ☞

STUNNING blonde, feels life is for living looking for her Mr Right, 45-55, who can make her feel special. Tel No: 0906 515 7112 Box No: 350723 ☞

CURVY blonde, big blue eyes, many interests WLTm genuine male to make her laugh and brighten up her day. Tel No: 0906 515 7112 Box No: 350721 ☞

STUNNING slim green eyed blonde, fun to be with, likes nights out, looking for that special someone. Tel No: 0906 515 7112 Box No: 350691 ☞

CUTE female, full of fun and always likes to try new things, seeks spontaneous, manly male for fun and laughter. Tel No: 0906 515 7112 Box No: 349029 ☞

ATTRACTIVE fit brunette, good fun and down to earth, WLTm funny, romantic guy who knows how to enjoy life. Looks unimportant. Tel No: 0906 515 7112 Box No: 349007 ☞

SINGLE mum, 39, likes most things, seeks male with GSOH for LTR. Tel No: 0906 515 7112 Box No: 349999 ☞

BLUE eyed, slim single mum, needs help, seeks genuine caring man who wants a challenge. Tel No: 0906 515 7112 Box No: 382030 ☞

YOUNG bubbly, bouncy, romantic female, sexy, cool, seeks male for fun, friendship, maybe more. Tel No: 0906 515 7112 Box No: 349435

SAM attractive, outgoing with blonde spiky hair, green eyes, lonely, romantic and in need of some male company. Age looks unimportant. Tel No: 0906 515 7112 Box No: 349927 ☞

STUNNING brown eyed brunette, funny and vivacious searching for fun and romance with unattached male. ACA. Tel No: 0906 515 7112 Box No: 349923 ☞

GILL slim stylish blue eyed blonde loving and caring, WLTm down to earth guy who knows how to treat his lady. Tel No: 0906 515 7112 Box No: 349921 ☞

AFFECTIONATE curvy green eyed brunette seeking fit active man to share new adventures with. Looks unimportant. Tel No: 0906 515 7112 Box No: 349919 ☞

STUNNING ex model, curvy, long legs seeks tall well built guy relax with. Tel No: 0906 515 7112 Box No: 349005 ☞

LOVELY curvy brunette, adventurous and feminine seeks intelligent male to share the fun side of life together. Tel No: 0906 515 7112 Box No: 349003 ☞

TINY blonde, blue eyes, lovely smile, romantic at heart, seeks really nice manly for romance, possible LTR. Looks unimportant. Tel No: 0906 515 7112 Box No: 348999 ☞

LORRAINE 5ft 8ins, slim, size 10, long dark curly hair, green eyes, likes dark out, pubs, seeks male with GSOH. Tel No: 0906 515 7112 Box No: 348857 ☞

SUZANNE 35, beautiful blonde, seeks male for chats and a relaxing glass of wine anytime. ACA, status unimportant. City area. Tel No: 0906 515 7112 Box No: 342527 ☞

HAPPY go lucky blue eyed blonde, 38, just wants to make someone happy seeks similar kind male for a loving relationship. Tel No: 0906 515 7112 Box No: 347347 ☞

SUE early 60's, black hair, brown eyes, seeks male, 59-63 for fun and friendship. Tel No: 0906 515 7112 Box No: 346929 ☞

FEMALE 42, stunning blonde nurse looking to share a bottle of good wine, relax and whatever follows with a tall professional male. Looks unimportant. Tel No: 0906 515 7112 Box No: 347345 ☞

PRETTY blonde with lovely green eyes seeks male for good conversation and companionship. Tel No: 0906 515 7112 Box No: 349901 ☞

SHAZ fun and bubbly with auburn hair seeks tall good looking guy for friendship, maybe more. Tel No: 0906 515 7112 Box No: 349899 ☞

FUN loving, young at heart blonde, big blue eyes, looking for some fun, romance and TLC. Tel No: 0906 515 7112 Box No: 349897 ☞

VERY pretty blue eyed blonde, funny and warm seeks attractive down to earth, older male for fun, laughter and love. Tel No: 0906 515 7112 Box No: 349895 ☞

FAYE N/S, non drinker, lots of love to give, seeks special, genuine, honest male. Tel No: 0906 515 7112 Box No: 349309 ☞

MARGARET 69, 5ft 4ins, active, N/S, GSOH, likes keep fit, walks, meals out, nights in, holidays, seeks nice likeminded gent, 65-70 for friendship, maybe more. Tel No: 0906 515 7112 Box No: 349085 ☞

GORGEOUS tall feminine brunette seeks special loving, much older guy with a passion for life to get together with. Status unimportant. Tel No: 0906 515 7112 Box No: 349035 ☞

CHATTY blonde, fun to be around, will try anything once, looking for some serious fun with confident guy. Tel No: 0906 515 7112 Box No: 349033 ☞

PETITE female with lovely long auburn hair, sensitive and loving seeks someone nice to share lots of cuddles, TLC and more. Tel No: 0906 515 7112 Box No: 349031 ☞

CURVY blue eyed blonde who just wants to have a good time with no complications WLTm likeminded guy. Looks unimportant. Tel No: 0906 515 7112 Box No: 347127 ☞

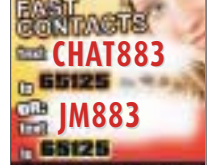
VIVACIOUS brown eyed brunette seeks tall, confident, tactile guy looking for romantic fun. Tel No: 0906 515 7112 Box No: 347125 ☞

GORGEOUS blue eyed brunette, hurt in past and looking for someone to mend a broken heart and put some lust back. Tel No: 0906 515 7112 Box No: 347123 ☞

ALICE 47, black, seeks older male for love and relationship. Tel No: 0906 515 7112 Box No: 381748 ☞

WARM caring woman, 59, too young to be old, likes pubs, meals out, walks, cinema, theatre, seeks kind, caring, reliable, solvent male for friendship/relationship. Tel No: 0906 515 7112 Box No: 344965

STRAIGHT female, 60-75 seeking male companionship, no complications for fun and socialising, gay man welcome. Tel No: 0906 515 7112 Box No: 341379 ☞



CHEEKY brunette, seeks much older male to have some fun with. Tel No: 0906 515 7112 Box No: 377306 ☞

DEBBIE 40, gorgeous cuddly red haired beauty, WLTm a beautiful romantic man to sweep her off her feet and put some fun back. Tel No: 0906 515 7112 Box No: 346807 ☞

CAROLE 52, long chestnut hair, attractive, 5ft 4ins, medium build, likes travel, animals, countryside, seeks Scottish male, under 57 with hair. Tel No: 0906 515 7112 Box No: 380448

I love rock and roll. Dance partner needed for lovely slim blonde in Hove, 5ft 7ins, 50 plus, no ties, needs nice, intelligent guy 50 plus, tall, no ties who wants to boogie and maybe more. Tel No: 0906 515 7112 Box No: 378984 ☞

WARM caring woman, 59, too young to be old, likes pubs, meals out, walks, cinema, theatre, seeks kind, caring, reliable, solvent male for friendship/relationship. Tel No: 0906 515 7112 Box No: 344965

37YR old blonde beauty, hour glass figure, likes to look good for her man, has much to offer a tall romantic male. Tel No: 0906 515 7112 Box No: 347317 ☞

NATALIA attractive, brunette, brown eyes, 40's, N/S, slim, fit, friendly, seeks sincere, N/S, solvent male for love and relationship. Tel No: 0906 515 7112 Box No: 344393

PROFESSIONAL attractive, friendly, black British female, mid 40's, size 10-12 likes socialising, seeks sincere male of any nationality for LTR. Tel No: 0906 515 7112 Box No: 341125

ATTRACTIVE young at heart professional, no ties seeks attractive male for mutual friendship. Status unimportant. Tel No: 0906 515 7112 Box No: 355886 ☞

KAREN 34, leggy brunette who knows there's more to life than just work! WLTm confident professional male for time off meets in London and fun. Tel No: 0906 515 7112 Box No: 342525 ☞

PATRICIA outgoing, confident, feminine, warm, friendly, smart, good company, attractive, seeks similar male. Tel No: 0906 515 7112 Box No: 347215 ☞



Men Seeking

HONEST reliable, handsome, black male, 47, affectionate, seeks mature, trendy, white female, 42-62 for going out, laughter and life. Tel No: 0906 515 7112 Box No: 350653 ☞

PAT 50, black, honest, kind, seeks female for discreet fun times. London. Tel No: 0906 515 7112 Box No: 350541

WHITE English male, 57, N/S, broad shouldered, likes concerts, music, cinema, seeks sensual, intelligent female, 21-45. Tel No: 0906 515 7112 Box No: 350457 ☞

RAY 5ft 9ins, slim, 55, caring, good heart, easygoing, seeks female of similar age. Tel No: 0906 515 7112 Box No: 350365 ☞

COSTA 42, 5ft 11ins, slim, athletic, educated, graduated lawyer, seeks attractive lady, any age for fun, friendship, maybe more. Tel No: 0906 515 7112 Box No: 350243 ☞

LADY 50 plus sought by slim, attractive professional male 45 for discreet relationship. London/Surrey Tel No: 0906 515 7112 Box No: 350219

MALE 59, 5ft 8ins, ex footballer, seeks attractive, slim-medium build female for good times. Eastbourne Tel No: 0906 515 7112 Box No: 382096 ☞

ALEX professional black male, 36, likes travel, meals out, museum, theatre, seeks kind lady. Tel No: 0906 515 7112 Box No: 350203 ☞

YOUTHFUL male, 49, 5ft 8ins, N/S, white, seeks slim African Princess, 30-45 for fun and laughter maybe more. Tel No: 0906 515 7112 Box No: 350185 ☞

BARBARA divorced, active, 5ft 7ins, dark hair/eyes, likes cinema, theatre, meals out, holidays, seeks intelligent male with GSOH for friendship, maybe more. Tel No: 0906 515 7112 Box No: 346745 ☞

VOLUPTUOUS big hearted young brunette seeks hunky guy who likes body art to make life a bit more interesting. ACA. Tel No: 0906 515 7112 Box No: 347165 ☞

BEAUTIFUL tall brunette with a lovely smile seeks tall, well built mature male to share wine, lots of laughter and more. Tel No: 0906 515 7112 Box No: 347163 ☞

VIVACIOUS dark haired, brown eyed, petite single mum, witty, caring, enjoys life, seeks male, 42-50 with GSOH, kind heart and who likes socialising. Tel No: 0906 515 7112 Box No: 348655 ☞

DOWN to earth female, 5ft 8ins, 42, seeks sincere, honest male. Portsmouth. Tel No: 0906 515 7112 Box No: 348557 ☞

HONEST caring, genuine female, 44, GSOH, likes meals out, nights in, seeks similar male. Tel No: 0906 515 7112 Box No: 381844 ☞



LEO passionate, uninhibited, medium build, caring, mature, semi retired, N/S, easygoing, OHAC, GSOH, seeks similar petite lady. Tel No: 0906 515 7112 Box No: 350171 ☞

ATTRACTIVE caring male, 36, likes most things, meals out, cinema, walks, nights in, seeks nice lady, 20-40 for good times. Eastbourne Tel No: 0906 515 7112 Box No: 382058

BLACK male, 25, tall, seeks female, 25-35 for serious relationship. Tel No: 0906 515 7112 Box No: 382044 ☞

DO you fancy a real sexy man, Duracell type to make your dreams come true. Me 55, you 48 plus. Tel No: 0906 515 7112 Box No: 350583

EXCITING 55yr old pleasant male, all action, seeks similar open lady, 48-65. Tel No: 0906 515 7112 Box No: 350579

GENUINE young 60yr old, neglected, lonely, seeks nice lady for fun and friendship. Tel No: 0906 515 7112 Box No: 350383 ☞

IAN mid 50's, medium build, brown eyes, dark hair, likes nights in/out, music, pubs, seeks female. Tel No: 0906 515 7112 Box No: 350371 ☞

MALE seeks special female, 36-46 for friendship, maybe more. Tel No: 0906 515 7112 Box No: 350315 ☞

PROFESSIONAL male, 55, slim, 5ft 11ins, divorced, N/S, likes travel, sports, walks, seeks slim, fit, N/S, genuine female, 48-59. Tel No: 0906 515 7112 Box No: 350257



SINGLE male, 60, medium build, kind, caring, GSOH, likes music, walks, places of interest, WLTm lady up to 60. Tel No: 0906 515 7112 Box No: 350043

JAMES late 40's, likes walks, socialising, cinema, meals out, theatre, teetotal, seeks female, 40-50 for friendship, maybe more. Tel No: 0906 515 7112 Box No: 350043

350545 ☞

CRAIG 25, likes wrestling, theatre, church, socialising, seeks lady, 18-40 preferably ex model for LTR. Redhill Tel No: 0906 515 7112 Box No: 382134 ☞

RICHARD 49, 6ft, slim, professional, GSOH, tactile, affectionate, likes most things, seeks slim, affectionate female. Tel No: 0906 515 7112 Box No: 349519 ☞

TAFFY 47, young looks, nice personality, loyal, GSOH, pet lover, seeks female for text friendship, maybe more. Tel No: 0906 515 7112 Box No: 381962

6FT male, 24, brown hair, blue eyes, slim, athletic, outgoing, likes clubs, bars, sports, gym, seeks female for fun and friendship, maybe more. Tel No: 0906 515 7112 Box No: 349981 ☞

6FT 2ins male, dark hair, blue eyes, hardworking, professional, GSOH, likes sports, travel, seeks outgoing female. Tel No: 0906 515 7112 Box No: 349939

PAUL 44, 5ft 7ins, outgoing, caring, smoker, seeks slim, outgoing, fun girl, 30-45 for friendship, maybe more. Tel No: 0906 515 7112 Box No: 349313 ☞

BLACK male, 30, attractive, seeks female, 18-40 slim-medium build for fun and friendship. Tel No: 0906 515 7112 Box No: 349267

ACTOR 5ft 10ins, strong build, likes theatre, music, comedy, politics, theatre, reading, writing, seeks N/S, busty female for friendship, maybe more. Tel No: 0906 515 7112 Box No: 349871 ☞

MATURE attractive, fit male, seeks slim, petite, sexy Asian/Oriental/Latino lady for fun LTR. Tel No: 0906 515 7112 Box No: 349805 ☞

WIDOWER 66, tall, likes sports, meals out, walks, seeks attractive female of similar age for friendship, maybe more. Tel No: 0906 515 7112 Box No: 349581

PAUL 44, easygoing, seeks attractive, easygoing female of similar age. Tel No: 0906 515 7112 Box No: 381896 ☞

NICE male, late 50's, tall, blue eyes, grey hair, friendly, fit, likes boats, cars, outdoors, seeks female, late 50's for 1-2-1. Tel No: 0906 515 7112 Box No: 381886 ☞

TALL athletic 30yr old male, seeks caring female, size 16 plus for fun, leading to relationship. Tel No: 0906 515 7112 Box No: 349107 ☞

AFFABLE gentle teacher, 56, likes rock, arts, culture, travel, seeks intelligent, attractive woman, no kids for LTR/marriage. Tel No: 0906 515 7112 Box No: 347051 ☞

NICK 28, builder, 6ft, shaved head, blue eyes, medium build, seeks female for fun and maybe more. Tel No: 0906 515 7112 Box No: 350015

ROSS 42, 5ft 10ins, green eyes, brown hair, likes music, kind, caring, seeks special female. Tel No: 0906 515 7112 Box No: 349893 ☞

EARLY 60's male, 5ft 8ins, blue eyes, GSOH, likes most things, seeks similar fun loving female, 55 plus for good times, maybe more. Tel No: 0906 515 7112 Box No: 349285

CHARISMATIC creative, intelligent, handsome, quintessentially sexy male model/massage therapist 39, seeks stylish stunning, sensual lady. London. Tel No: 0906 515 7112 Box No: 381966

ANDY 42, romantic, loving, attractive, likes nights out, cooking, weekends away, seeks busty female, 32-55 with GSOH for LTR. Tel No: 0906 515 7112 Box No: 349281 ☞

PROFESSIONAL affluent executive, 5ft 8ins, N/S, needs to correct work/life balance, seeks lady, 35-45 to share quality time with. Tel No: 0906 515 7112 Box No: 348899 ☞

TALL loving Latino male, well built, slim, olive complexion, openminded, likes music, sports, culture, politics, theatre, reading, writing, seeks N/S, busty female for friendship, maybe more. Tel No: 0906 515 7112 Box No: 340165

SUSSEX male, 45, trusting, presentable, seeks female, 40-50 faithful and believes that romance is not dead. Tel No: 0906 515 7112 Box No: 381884 ☞

SOLVENT male, 45, 5ft 10ins, dark hair, fit, sporty, seeks tall, curvy female, 35-45. Tel No: 0906 515 7112 Box No: 381870

SLIM good looking male, naturalist, likes conversation, wine, sunshine, seeks female with similar interests. Tel No: 0906 515 7112 Box No: 381840 ☞

WIDOWER 68, 6ft tall, grey hair, N/S, likes sport, music, theatre, seeks attractive N/S female, 50-65 for LTR. Eastbourne. Tel No: 0906 515 7112 Box No: 323687

PAUL 48, slim, 6ft, seeks caring female. Tel No: 0906 515 7112 Box No: 348705 ☞

ROMANTIC good looking male, early 50's, many interests, seeks tall, black lady for friendship. Tel No: 0906 515 7112 Box No: 381418

JEFFERY 52, white, 6ft 2ins, medium build, likes meals out, cinema, holidays, seeks single, genuine black female for 1-2-1 relationship. Tel No: 0906 515 7112 Box No: 348669 ☞

JOHN 5ft 2ins, medium build, 56, likes cecor dancing, walks, meals out, down to earth, seeks slim-medium build female, 45 plus for LTR. Tel No: 0906 515 7112 Box No: 349119 ☞

DAVID young intelligent, strong, funny male, 30, black British African, seeks beautiful female with GSOH to share relationship and fun. Tel No: 0906 515 7112 Box No: 381898 ☞

ATTRACTIVE blond blue eyed male, 47, HIV positive, extremely genuine, sincere, GSOH, OHAC, seeks warm, sincere, Oriental/black/Asian female. Tel No: 0906 515 7112 Box No: 348973

Gay Seeking

TALL non scene guy mid 20's, seeks older gent, 65 plus for friendship/relationship. Tel No: 0906 515 7112 Box No: 348543

MARK 58, divorced, bi, 5ft 11ins, good shape, seeks bi male for fun and friendship. Tel No: 0906 515 7112 Box No: 337763

VIC 70, fit, healthy, own home, seeks CD male for fun and friendship, maybe more. Tel No: 0906 515 7112 Box No: 338903

ANTHONY divorced, bi-curious, fit, 40's, likes wine, travel, seeks similar guy to see what happens. Tel No: 0906 515 7112 Box No: 381120 ☞

JAMIE Eastbourne, 35, gay, seeks same in local area for LTR. Tel No: 0906 515 7112 Box No: 381522 ☞

TALL blond, muscular non scene guy 29, seeks older solvent gent, 65 plus for friendship/relationship. Tel No: 0906 515 7112 Box No: 348543

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Free entry into fifth AVA art fair

GODINTON House will be holding the fifth art fair run by Ashford Visual Arts next month.

The exhibition will be in the historical setting of the Old Billiard Room and the Great Ancient Hall at the manor.

There will be a whole variety of works from jewellery, textiles, pottery, sculpture and painting of various styles.

Nick Sandford, the manager at Godinton House, said: "The AVA always put on a good show catering for all tastes and budgets, entrance is free and there are always some artists on hand to discuss their work."

The exhibition runs from Friday, November 26 to Sunday, November 28.

It opens at 11am and closes at 4pm.

Companies push pedals in challenge

A THREE-week cycle challenge has seen organisations in Ashford clock up over 12,991 miles.

The Active Ashford Cycle Challenge saw more than 390 people from 52 organisations getting on their bikes.

Challenge co-ordinator, Spencer Morgan, said: "When people get back on a bike and they experience what it's actually like to cycle, they realise it isn't hard or scary but it's actually fun and easy. It's very encouraging that so many people in Ashford have been inspired to cycle for the challenge. If more people start cycling it has great health and cost benefits for the individual, but also helps to reduce congestion and pollution for all of us."

Farmers' fury over Chinese lantern danger

FARMERS in the area are urging people not to use Chinese lanterns this Bonfire night.

Not only are they a fire risk they also pose a hazard to livestock in the fields.

John Palmer found one of the lanterns on his farm in Egerton this summer. He said: "When I found it was in amongst the cattle. They were in-calf heifers and they were licking it."

It annoys me that people can let off these things and let them land in someone's property sometimes while they are still alight. If the cattle had eaten it the wire could have got into their gut and killed them."

Mr Palmer said because of the cow's natural curiosity it was very possible for the animals to swallow the lanterns.

The NFU says the wire and bamboo used to make up the frames can also be caught up in silage and hay eaten by the animals long after the paper has disintegrated. The wire can also get tangled around the animal's feet or become embedded in its skin.

Nick von Westenholz from the National

■ BY ED HILL

Farmers Union said: "Even though the fire risk is reduced at this time of year, lanterns continue to pose a risk to livestock when fallen lanterns go undetected. They also pose a huge litter nuisance, and dozens of these large, unsightly objects are often found spread over a wide area of countryside the day after a local celebration or party."

The Department for Rural Affairs now says it is going to examine the amount of damage caused by the lanterns in crop fires and livestock deaths.

The small hot air balloons can reach heights of 1,200ft and float for several miles before coming back down to earth.

Mr Palmer said: "There are lots of places where they have set corn alight and there is no way you can trace where people have let them off from. If I lose one of my dairy cows because of it that is £2,000 lost and there is no way I can get compensation."

Many farmers in the area are finding the



UP, UP AND AWAY: Farmers are complaining about Chinese lanterns being hazardous to livestock in fields

lanterns, which can be bought at petrol stations, and are let off as a form of good luck charm in China.

Mr Palmer said: "One farmer nearby said he found 15 in his corn field when he was combine harvesting. It's totally irresponsible. Would people let them go off in their own home? These pose a serious risk to people's property. I have to carry out risk assessments for everything I do on the farm but people are just allowed to get away with letting these things off."

The NFU has also teamed up with the Maritime and Coastal Agency in the warning about the lanterns because of the number of false alarms they cause for the coastguard when mistaken as emergency flares.



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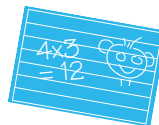
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BREAK TIME

Places available at 2011 music school

APPLICATION forms are now available for Kent Music's Annual Summer School in 2011.

The event at Benenden School takes place from July 7 to 25.

The music school is made up of a series of courses for those aged eight and 19 and are designed to develop a student's musical skills through ensemble playing and singing. Courses include singing, recorder, jazz, strings, orchestras and wind bands.

The courses are aimed at children of all musical ability and each has a public concert at the end for friends and family.

Places are strictly limited so early booking is advised and all forms must be returned by Friday, February 25.

Download application forms and course details at Kent Music's website, www.kent-music.com.

Tower fireworks for Air Ambulance

THE Towers School will be holding its annual bonfire night celebration tomorrow.

As in previous years, the night is run in aid of the Kent Air Ambulance.

As well as the firework display, there will be food, games and other rides. There will be toffee apples and candyfloss for sweet-toothed youngsters.

Gates open at 5.30pm with the display starting at 7pm (prompt). Entry at the gates is £3 per person or £10 for a family ticket (two adults, two children).



RIGHT RESULT: Max Rose and Jack Brooks were among the happy students from the North School who celebrated gaining their above-average results this summer

Schools rise to challenge as exam results beat average

■ BY ED HILL

LATEST figures from the Department of Education have shown that GCSE results this year in Kent were above the national average, higher than originally thought.

The figures reveal 78.6 per cent of students gained five A* to C grades, up from 2009's 73 per cent and 1.1 per cent higher than originally shown, just after students picked up their results in August.

In the summer, nearly 100 per cent of pupils at Ashford's two grammar schools, The Norton Knatchbull Boys and Highworth Girls, achieved five A* to C passes. At Christ Church School (now the John Wallis Academy) A* to C results were up 31 per cent. Both at the North

School and Towers School around 40 per cent of students were achieving five A* to C passes, including English and maths.

The countywide statistics show 78.6 per cent of this summer's students gained five GCSEs. This is above the 74.8 per cent average for England.

The final school-by-school results will be available in the New Year.

Sarah Hohler, KCC cabinet member for children, families and education, said: "This latest set of provisional figures is a good sign. Kent is doing well and is above the national average for GCSE results, which have increased by more than 15 per cent in just four years. Kent students have done very well. I hope they

have moved into to further education, vocational courses or employment.

"This shows all of the county's schools are challenging their students so each and every one reaches their full potential.

"The schools that are in the National Challenge have also contributed to this fantastic overall result. There has been a huge amount of work going on at these schools. Each school has its own advisor to provide support and these results show we are moving in the right direction.

"We will do everything to make sure these schools can leave the programme behind next year."

Under the National Challenge, 31 schools in Kent were asked to have at least 30 per cent of students achieve five A to C passes, including English and maths, by 2011. So far, 27 have now hit the benchmark.

SEND your schools news and pictures to yourashford@kosmedia.co.uk. You can also upload your video clips of schools events on to www.yourkenttv.co.uk

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Page 61



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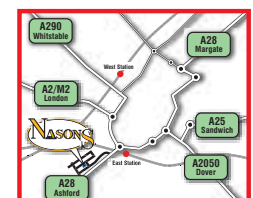


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BUSINESS WEEK Live

Conference Programme



Lord Michael Howard

Opening Address: 9.00 – 9.20

Lord Michael Howard, Baron Howard of Lympne
Paul Stannard, MD, ARCHANT KOS MEDIA

Session 1. 9.30 – 10.00

Winning business from the public sector TODAY Panel discussion

In the wake of the comprehensive spending review, many businesses will have to review the way in which they trade with the public sector. Public sector procurement covers everything from multi-billion pound orders for aircraft carriers down to contracts to clean the windows of local schools or supply flowers to the town hall. Every government department, local authority, LEA and health trust has its procurement officers and each has its own buying requirements.

Panel members: Tim Allen, Group Managing Director, MJ Allen
Martin Wragg, Defence Suppliers Service, MOD
Jeff Alexander, Head of External Affairs, South East Region, EEF



Tim Allen
MJ Allen

Session 2. 10.15 – 10.45

Readying investment... how to catch your dragon

Many people have some great ideas; however, translating them into a tangible prospect for business and investors is not always so easy. Come along and hear how to attract and secure equity investment into your business... the do's and don'ts, rights and wrongs... and how to spectacularly cock it up.

Speakers: Phil Beavan, Portfolio Director, Innovation & Growth Team
Elizabeth Dolding, Partner, Warners Solicitors



Phil Beavan
Innovation & Growth Team

Session 3. 11.00 – 11.30

Digital Revolution: What's in it for business?

Apps, stats, video, mobile technology, the web – what does it all mean for business? How can we be a part of the digital revolution and what are the implications for businesses. Come and hear from a leading expert, who has over 10 years of experience in this area, as well as working for leading companies such as Lycos Europe.

Speaker: Johnnie Jensen, Success Engineer, Tmandi



Elizabeth Dolding
Warners Solicitors

Session 4. 11.45 – 12.15

Tweet, greet and network... is social media like Twitter, Facebook and LinkedIn worth the investment?

Despite the tremendous growth of business presences on social media sites, such as Facebook, LinkedIn Twitter etc, there are still many misconceptions about how best to use it. Come and hear from an expert, with many years of experience in this area and dispel some of the myths. Get advice about spending time up front doing analysis, research, goal setting and how having a strategy will make a social media plan easy to execute.

Speaker: Dan Maudhub, Managing Director, Wonderful Creative Agency



Johnnie Jensen
Tmandi

Session 5. 1.00 – 1.30

Win the war for talent – getting the best staff

Despite the prospect of job cuts and redundancies, many sectors are struggling with a real shortage of skilled staff. With the green shoots of economic recovery starting to appear, businesses will have to work harder than ever to retain talent, and understand the best way to recruit such staff initially. Come and hear from a leading HR expert, who will offer businesses tips and hints on how to achieve this.

Speaker: Simon Brown, HR Transformation Deployment Director, Coca Cola Company



Dan Maudhub
Wonderful Creative Agency

Session 6. 1.45 – 2.15

Manage and inspire... it doesn't have to be a secret

Books and courses are not a panacea to good management, nor do they guarantee that people will be able to put the theory into practice. Come and hear from a motivational speaker, who has over 20 years experience in operational management, sales, change management, training & coaching, personal and organizational development.

Speaker: Neil Annis, Managing Partner, ThinkGap

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Simon Brown
Coca Cola

Session 7. 2.30 – 3.00

Global brand marketing strategies for local businesses

Discover a world of multi-channel marketing opportunities and learn how big global brands maximise mobile apps, digital, print, social networking and PR as interconnected revenue generators. We showcase how local companies can create their own revenue and brand success through a strategic multi-channel campaign, quickly, efficiently and effectively.

Speaker: Ben Edwards, Marketing Manager, Page Suite



Neil Annis
ThinkGap

Session 8. 3.15 – 3.45

The Big Debate – what will be the role of business in the Big Society?

David Cameron launched the 'Big Society' to empower communities and said that groups should be able to run post offices, libraries, transport services and shape housing projects. What are the implications of this for businesses and how can they be involved? Come and join a panel session with leading experts from business and social enterprise to hear what they think the future landscape may look like.

Celia Richardson, Director of Communications, Social Enterprise Coalition
Johnnie Jensen, Success Engineer, Tmandi
Clive Relf, Senior Business and Tax Partner, Reeves & Co LLP
Desmond High, Director, EMC Management Consultants Ltd
Roger House, Regional Chair of the Federation of Small Businesses

Panel members:



Ben Edwards
Page Suite

Speakers' Corner



SMART marketing and funding can turn a good idea into a profitable business, says an industry expert.

Phil Beavan, portfolio director for the Innovation and Growth Team, said too much focus is often put on a product without enough thought about how to bring in investment.

The straight-talking business guru will address Business Week Live delegates on 'Investment ready – how to catch your dragon'.

"You have to make sure the product is financially ready, that there will be high growth and a good exit route," he said.

"People have to make sure they are investment ready. There have been real horror stories where people have got a great product, but spend so much time focusing on that that they get nowhere and have lost a lot of money."

Mr Beavan said since he started with the Government-funded Kent and Medway Innovation and Growth Team in March, he has raised just over £500,000 in investment for businesses.



BUZZ words are out and straight-talking in says motivational speaker Neil Annis.

The Kent-based business expert will let Business Week Live delegates in on 'The Secret of being an Inspirational Manager'.

"I'm going to talk to people about how to get the best from themselves and how to adapt as a manager to keep staff motivated," he said.

"This is not about buzz words and hype – I really don't like that – this is about tips and advice that can be easily translated in any organisation."

"People need to be able to implement knowledge, skills and ideas into the workplace to run a successful business."



FACEBOOK, Twitter and other social networking websites have levelled the playing field between large and small businesses, says digital marketing specialist Jonnie Jensen.

Mr Jensen's Tmandi firm works with other companies to help them improve their internet

search ranking and teach them how to make the best use of modern technology – a must in business today he says.

He will talk about 'The Digital Revolution' at Business Week Live: "The digital revolution has enabled businesses of all sizes to compete against one another. In the earlier days of the internet it was all about who had the most money to spend. A classic example would be companies from the insurance sector buying the most expensive keywords so customers would always come to their sites first on search engines like Google."

"But now the use of social media like blogs and forums has brought us right back to what was the original measure of a successful business, and that was representation."

"I'm keen to point out to small and medium-sized firms that there's never been a better opportunity for them to succeed. All it really takes is a creative mind and a commitment to reach the top."



PRIVATE sector firms should be pulling out all the stops to capitalise on the outsourcing of public sector contracts, says engineering boss Tim Allen.

Mr Allen – the group MD of the Ashford-based MJ Allen Group – is taking part in a panel discussion on the subject at Business Week Live:

"Although there will be lots of cutbacks, the public spend is still large and there's still work to get. And with more outsourcing away from public control, there's a great opportunity for private companies to make the best of it. "But there's no substitute for getting out there, knocking on people's doors and letting everyone know what you do."

Which makes Business Week Live a 'must' event, he said: "It's all about meeting as many new people as possible."

Register now for FREE tickets www.businessweeklive.co.uk

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Why Businesses Should Attend



by **STEVE LOADER**
BUSINESS EDITOR
steve.loader@kosmedia.co.uk

Business Week Live makes its debut on Wednesday November 10 – exactly three weeks after the Government's Comprehensive Spending Review.

We all knew the CSR would be a bitter pill to swallow – we hope and pray it will do good even though it tastes foul at the moment.

I know many businesses had been holding off making their plans for 2011 because they wanted to hear what Chancellor Osborne had in mind.

Now they know, they need to move fast to get those crucial plans in place for what will be a pivotal year for them and the country.

And I'm happy that Business Week Live can deliver solid foundations upon which to build

or re-build rather than an exercise in tracing pretty patterns.

Instead of token celebrity speakers which, as a scribe I would welcome for the anecdotes and column inches they deliver, there is a roster of experienced industry experts discussing issues facing us all today at Business Week Live who can send delegates away with more than a few top tips that may rescue and re-energise their business.

There are a few stands remaining so companies need to move fast to secure one.

Entry is free of course, but some proprietors and managers may question whether they can afford time to attend; I would ask 'Can you afford not to?' when there is so much free advice and expertise on offer. Plus £2,500+ worth of training access from one speaker alone.

An hour or two spent here is far more valuable if it saves your company, staff and jobs – and the latter means prosperity for us all.

Take out insurance for your business - get yourself registered at www.businessweeklive.co.uk.

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KPS Business Solutions
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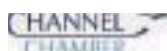
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your letters



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EMAIL: Email us your letters to us at yourashford@kosmedia.co.uk

YOUR LETTERS



Germans must come to our station

I hope Deutsche Bahn can be persuaded to bring their trains to Ashford. Eurostar has had it too easy for too long, with predictable results – the customers suffer.

It is time they had their effective monopoly on the Channel Tunnel challenged, and from what I've read of this German train company, they seemed to be well placed to give Eurostar more than a run for its money.

Competition is always good for consumers, and with a bit of luck both companies will be forced to price their tickets more aggressively.

But of course, this is only going to benefit Ashford if the trains actually stop here.

I've read numerous local stories about companies relocating in Ashford because of the connections, and this is of course a brilliant thing.

It means there is definitely the demand out there... if the services are provided then businesses, and then tourists and day-trippers will take advantage of them.

It would be a shame to limit this exciting new service to London stations, and I'm glad business leaders have come together to push for German train services in Ashford.

As the relocations have already shown, it would be of huge benefit to the town and is really an opportunity too good to pass up.

I wonder what else can be done to encourage it? Is MP Damian Green involved? He should be, given the vital importance to local businesses and therefore employment in the tough times ahead.

James Bellis,
South Ashford

Emergency services don't deserve pay rises

If the coalition is serious about fairness to taxpayers, it would veto any pay rise for firefighters, policemen and ambulance crews.

I listened carefully to news about how firefighters delayed entering the tube saying they were afraid another bomb would go off; they are certainly not all angels.

Emergency services require courage of course, I believe privileges

your blogger

Chilmington Green resident Ralph Carpenter says enough already with all the houses

I DON'T suppose I was the only person in Ashford to blanch on reading the news on February 5, 2003, "30,000 new homes on horizon for Ashford"

Apparently John Prescott had "lit the blue touch paper" under growth plans. Damian Green is quoted as saying, "If John Prescott is serious about sustainable development, he should not be proposing the scale and speed of growth that he is". But Ashford Borough Council signed up because Prezza threatened to come and sit on them if they didn't.

Years have passed since then. Prezza is out of Government and has gone to Hull (only needs one vowel change). New Labour are out of Government. The coalition have ripped up the South East Development Plan and consigned Prezza's grand design to the bin. Or so we thought.

Amazingly the Conservative Cabal that runs Ashford is pressing full steam ahead. And, with the new "localism", it really is their own decision.

OK, there are some concessions. High density is no longer in vogue. Ashford's planners now say, "There is a clear quality agenda here, reacting to some of the inappropriate development that has taken place in recent years and led in particular to cramped living environments that have created real problems for residents". Translation: "we screwed up in the recent past but we'll do better next time". Yeah!

If there is a story in your area you think we should be covering contact the news editor, Gareth Arnold, on 01303 817025 or email him on the details above. If you want to be the next Ashford blogger then all you have to do is submit an article to us (of around 550 words) and email it to the editor. And don't forget, for all the latest news and video from your town log-on to www.yourashford.co.uk.



have to be earned and not be granted on demand. None are indispensable in the short or long term.

Among my friends and neighbours families are firemen who all have lucrative second incomes from cash-businesses.

Is it their second incomes they want to preserve and walk away with a £10K annual pay rise each as well? Is that not as unfair as inflated housing benefits of over £21K per year that are being tackled?

A decline in standards of service owing to lack of commitment by the workers as well as their bosses is evident throughout state-employees, who are accustomed to getting undeserved bonuses and rewards for failure and fixed targets.

It will get worse because among the self-employed and younger people an attitude of "I would do exactly the same if I could get away it" exists.

Has tacit acceptance of corruption, sleaze and cover-ups become the norm? Casualised staff are suffering increasing hardship from job and

housing insecurity. My message to the state sector is welcome to our world.

Name and address supplied

These heroes face death every day

What a disgraceful and disgusting blog by someone who clearly writes to throw up controversy.

There could have been any number of operational or personal reasons the emergency services didn't approach the scene straight away, not least I'd imagine, that they have their own families to think of.

I'd love for this blogger to meet a member of the emergency services who face death every day in one way or another and see how they feel about this blog.

Richard Harrop, by email

I'm certain your blogger is mistaken

I find it hard to believe that professional, trained emergency services would hang back from helping others because of fears for their own safety.

We depend on these undoubtedly brave people to help us in times like this and I am stunned at the thought they would make people wait in pain, bewilderment and fear while they made absolutely certain that it was safe to go in.

Undoubtedly, senior officers need to

protect their men, but that should involve a quick and professional assessment of the immediate circumstances, not the long-winded period of prevarication that seems to have been the case here.

Malcolm Triggs, by email

Discrimination is totally unacceptable

Discrimination laws; the title would make one think they are supposed to bring equality for all, in all walks of life, when it fact it so often means that discrimination is enshrined in law to work against certain classes of people.

Reading in last week's article that the police admitted they usually send more "flash motors" to gypsy sites when they have to make an arrest, as the gypsies do not like being taken away in normal patrol cars. Is this not discriminating against the normal non-gypsy population?

I suppose the excuse will be that it is 'positive' discrimination, so that makes it acceptable.

But it is not acceptable to those who are being discriminated against!

Terry Hudson, by email

Spare a thought for the scared animals

With the Hindu festival of Diwali and Bonfire Night approaching, the fireworks season seems to go on



longer than ever, but please spare a thought for the animals and birds who are terrified by the deafening crashes.

Traumatized dogs are rushed to vets for emergency treatment; sheep can spontaneously abort; horses gallop into fences; and rabbits have been known to die from the shock.

Animal Aid believes that – for the sake of all animals – fireworks should be sold only to organisers of public events and not to individuals wishing to set them off in their gardens or in the street.

A ban on sales to the general public would also prevent the terrible cruelties reported every year of vicious individuals deliberately harming animals by tying fireworks to them.

And for anyone who cares for animals, please keep cats and dogs indoors from the afternoon onwards and bring rabbits and guinea pigs inside as well (or at least cover their home with a thick blanket to muffle the noise).

Also, be sure to check that hedgehogs and other wild animals have not made a home in your bonfire before you light it.

Ashley Owen
Animal Aid, The Old Chapel,
Bradford Street, Tonbridge

Science fiction is brought to life

A new TV film version of HG Wells' First Men in the Moon, which he wrote and published during his early days in Sandgate, near Folkestone, in 1901, was shown last month.

The book is set in a cottage near the Military Canal by Lympne Ridge and was a follow up science fiction work to Wells' The Time Machine (1895); which also helped inspire the Doctor Who series; The Invisible Man (1897), and The Sleeper Awakes (1899).

It features two protagonists Bedford and Cavor; the latter of which 'invents' a form of anti-gravity paint which he then coats on a sphere.

This takes them to the Moon where they find it already occupied, by a race of insectoids...

There is also a new 3D cinema version of First Men..., which features Mark Gatiss, and it is hoped will be released fairly soon.

The previous film adaptation was in 1964 and starred Lionel Jeffries.

There was also a 1919 silent film of 'First Men' which is now considered lost, but the British Film Institute recently included it on a search list in case someone still has a copy somewhere.

Ray Duff
By email

Animals enjoy a pumpkin party

■ BY CHRIS MURPHY

HALLOWEEN is upon us, but this is no trick – two Kent zoos have treated their animals to their very own pumpkins.

Not only do these vegetables – or squashes to be exact – provide some fun for kids who carve scary faces into them, but they are also ideal for some of the animals at Howletts and Port Lympne wild animal parks.

Staff at the zoos dished out the pumpkins this week as part of a special Halloween trail for young visitors, which involved them following a trail of scary clues to help boost their wildlife knowledge.

Howletts' head carnivore keeper Jim Vassie said: "The tigers won't actually eat the pumpkins, but certainly enjoy playing with them and tearing them up."

"It is a good bit of enrichment to stimulate the tigers' natural predatory instincts and keep them guessing."

"They certainly enjoyed the pumpkins this week and I am sure they will be happy to have any more that are left over after Halloween."

Other animals to enjoy the pumpkins included three black rhinos and the 18-strong troop of lion-tailed macaques, who had their pumpkins suspended to encourage problem



TAKE A BITE: A variety of animals have been enjoying the pumpkins given to them by zookeepers

solving.

Port Lympne's head primate keeper Simon Jeffery said moloch gibbons, Guinea baboons and black-capped capuchin monkeys were also treated. He added: "It is important to keep the animals at the park enriched, particularly the primates as they are some of the most

intelligent in our care."

"Our primates eat a wide range of fruit and vegetables, and pumpkins are a more unusual and seasonal option for them."

"Giving them unusual feed or play items such as carved pumpkins helps to keep their diet varied and interesting, and encourages problem-solving as they investigate the new objects."

Meanwhile, the Halloween trails also drew attention to the fact that Siberian tigers and black rhinos are both endangered.

However, the Aspinall Foundation – which runs both of the zoos – is currently running breeding programmes in an attempt to slow their decline.



Pictures: DAVID ROLFE



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Media boss treks ancient Peru to aid kids' charities

■ BY NICK AMES AND KATY LITTLE

NEWSPAPER boss Paul Stannard took time out from making boardroom decisions to see what life is like in one of the most remote and historic places on earth.

As part of a drive to raise funds for Dave Lee's Happy Holidays and children's hospice Demelza House, he trekked through the rainforest of Peru, along mountain trails, across wide rivers and lakes before ending up in the fabled lost city of the Incas – Machu Picchu.

On the way, he encountered piranhas, tarantulas, battled altitude sickness and witnessed the ravages of a jungle storm.

"Children's charities in Kent are something KOS has been involved with for six years and I felt it was time I did something myself," said Mr Stannard, part of a group of 14 trekkers.

The trip followed the ancient trail of the Incas and at one point the group found themselves on a rickety structure erected 200ft up, looking down on the canopy of the rainforest.

The group were shown an insect which can

stun a tarantula before laying its eggs in the deadly spider, and at night listened in tents to the sounds of the jungle creatures.

One of the main dangers of trekking in the Peruvian rainforest at altitude is fierce thunderstorms.

"The weather can change so quickly," said Mr Stannard, who described his journey as "very emotional" and the final descent into the ruins of the former Native American civilization as "overwhelming".

"When you climb the Sun Gate and look down on the city everybody gets emotional."

Mr Stannard said his trek gave him some new perspectives.

"It made me think about the people I was doing it for, about my family and life in general," he said.

"The local people are a hardy lot, maybe they haven't as much as others in some ways but they are always cheerful."

"The first couple of days were fine but later on I started thinking 'What on earth am I doing?'. But now I'm back I think it was a fantastic experience."

To donate to Dave Lee's Happy Holidays go to www.justgiving.com/Paul-Stannard and for those who wish to contribute to Demelza go to



REALITY TREK: Paul Stannard (centre) with his fellow trekkers at Machu Picchu; and a friendly tarantula



www.justgiving.com/Paul-Stannard0.

Anyone wishing to donate by cheque should make them payable to Dave Lee's Happy Holidays or Demelza House Children's Hospice and send them to Kerry Head, KOS Media Ltd, Apple Barn, Hythe Rd, Smeeth, Ashford TN25 6SS.

If you want to see Mr Stannard talking about his travels go to www.yourkenttv.co.uk.

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We are pleased to invite you to our

Sixth Form Open Evening

Thursday 4th November 2010
6.00pm - 9.00pm



From **6pm** you will be able to look round the newly refurbished Sixth Form Centre and speak to members of staff including Mr. Waterman, Head of Sixth Form regarding aspects of Sixth Form life.

Fulston Manor Sixth Form works in partnership with Highsted Girls Grammar School and Borden Boys Grammar School, offering an exceptionally wide range and combination of courses in a successful and popular Sixth Form.

From **6.30pm – 8.30pm** there will be displays of subject stands for you to visit and speak to staff and students currently studying the subject

At **7pm** there will be a presentation in the Millennium Hall about all aspects of joining the Sixth Form at Fulston Manor and the online Connexions application process.

Fulston Manor will also give you the opportunity to develop your personal skills through volunteering, involvement in social activities or Sixth Form Committees.

Let us be a part of your success.

For further information please contact Mr. M Waterman - Head of Sixth Form on 01795 412608
mwaterman@fulstonmanor.kent.sch.uk

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DAY & NIGHT

Play will bewitch you

THE Canterbury Players bring *Dark of the Moon* to the Gulbenkian Theatre on November 4, 5 and 6.

The powerful fantasy play tells the story of a witch boy who falls in love with a human girl. Their desire to be together is hampered by supernatural events.

Tickets are £10. Call 01227 769075.

Family ties explored

A FAMILY tale of the bonds linking grandfather to grandson has been brought to life by critically-acclaimed New Perspectives Theatre Company.

Farm Boy will be at the Theatre Royal, Margate, on Tuesday, November 9.

Shows are at 10.30am and 1pm. Tickets are £12 adults and £8 for children. Call 0845 1301786 to book.

Chart-toppers in town

DANCE act Dreadzone play bring their *Eye on the Horizon* tour to the Quarterhouse, Folkestone, on Friday, November 12.

The band tasted chart success in the 90s with songs such as *Little Britain* and *Zion Youth*. Book on 01303 858500.

Take trip to West End

SWEET Scene Theatre Trips of Faversham will be taking coach trips to London for a new season of outings.

The first trip is to see Willy Russell's award-winning musical *Blood Brothers* on Friday, November 12. There will also be a chance to see *Dirty Dancing*, on Wednesday, December 8 and the English National Ballet's version of *The Nutcracker* on December 22.

To book pop into Sweet Scene in Preston Street, Faversham or call 01795 523217.

Singer does it Otway

JOHN Otway comes to the Horsebridge Centre in Whitstable.

The singer/songwriter, who is on the road promoting his new book, *I Did it Otway*, will be in town on November 12.

Tickets are £12 or £10 and are available from the box office 01227 281174.

Visit www.horsebridge-centre.org.uk for more information.

Christmas croon-along

A CHRISTMAS Crooners show comes to the Granville Theatre in Ramsgate on Saturday, November 20.

The show features Christmas favourites of Bing Crosby, Nat King Cole and Frank Sinatra, all guaranteed to get you in the festive mood.

Call the box office on 01843 591750 to book. Tickets are £15, or £14.50 for Friends of the Granville members.

Festive fair and carols

THIS year's Aylesham Christmas fair takes place on Saturday, November 27.

From noon to 5pm, there will be gift stalls, as well as roasted chesnuts, a candle-lit carol concert, a barbecue, a grand draw and a visit from Father Christmas.

For details call 01304 840482 or visit www.ayleshamcarnival.co.uk.

It's more than just a good read

FOLKESTONE BOOK FESTIVAL

Various venues

Friday, November 5, to Saturday, November 13

BOOK worms will be in their element when the Folkestone Book Festival starts this week.

A host of big name authors will be coming to the coast for the annual event, which has earned a reputation for attracting famous faces over the course of its nine-year history.

This year's line-up is a varied bunch, from best-seller Martina Cole to rock legend Brian May, with Elena Vidal.

May's new book, co-authored with Vidal, showcases his 3D photographs and fits in well with this year's theme, history and science.

However, it is not just matters of literature that will be on the agenda during the nine days.

Live music, film screenings and speakers will also form part of the event, but you can get involved in the action too.

Arranged in conjunction with the Friends of the Book Festival, things for people to take part in include the Short Story Competition, the Festival Quiz and the launch of the Folkestone Anthology.

The Festival Read this year comprises two works: the *Selected Short Works of Leo Tolstoy* and Jay Parini's *The Last Station*.

Other names who will appear include Alexei Sayle, Germaine Greer, Ron Moody, Peter Snow, Roy Hattersley, Dan Cruickshank, Richard Holmes and Arthur Smith.

The festival starts at the Quarterhouse on Friday, November 5, and there should be something for everyone to enjoy.

Roberta Spicer, the Creative Foundation's Festival manager said: "It's another busy year for the festival. I'm particularly looking forward to *Scientrifice!*, our free event for families with live experiments, courtesy of Pfizer and acclaimed children's authors, such as Nick Arnold of the *Horrible Science* series."

Further highlights include John Julius Norwich talking about *The Great Cities in History*; actor, director and playwright Steven Berkoff discussing his memories of a misspent youth; whisky expert Ian Buxton talking about *101 Whiskies To Try Before You Die* (ticket price includes samples!); and the longest-serving cast member of BBC Radio 4's *The Archers*, June Spencer, speaking about her life on the show.

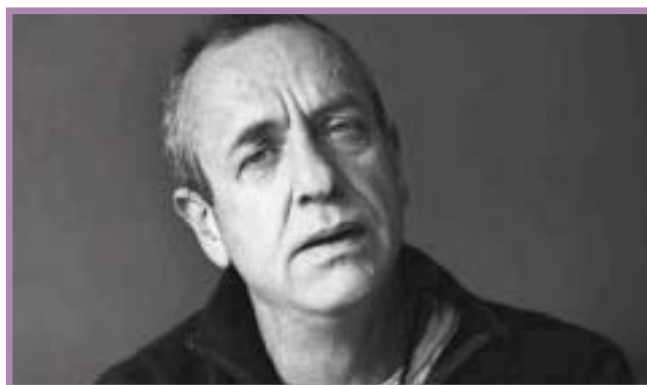
There will also be live performances from theatre group The Fitzrovia Radio Hour, with their spoofs of 1940s radio plays, a night of fantastic folk music and a stand-up comedy evening with Jeremy Hardy, stalwart of BBC Radio 4's *News Quiz*.

For more information and to book call the box office at Quarterhouse on 01303 858500. Alternatively call into Quarterhouse at 45 Tontine Street, Folkestone CT20 1JT or visit www.folkestonebookfest.com.



FESTIVAL LINE-UP:

Brian May, formerly of Queen, will be at the Folkestone Book Festival with Elena Vidal to discuss their new book. Other celebrities who will be appearing include Arthur Miller, Germaine Greer, and Alexei Sayle



TO FIND MORE THEATRE AND ENTERTAINMENT NEWS LOG ON AT yourkenttv.co.uk

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DAVE SWARBRICK

Wednesday, November 17, The Chimney Boy, Faversham

THE legendary Dave Swarbrick will be returning to Faversham Folk Club at The Chimney Boy.

The life and times of the former Fairport Convention man are a true folk story.

Born in London, Dave moved to Yorkshire when three months old and at the age of six he learned the rudiments of the fiddle from the local fiddler, Mr Bootham.

He travelled around the country and ended up performing extensively.

Amongst the huge back catalogue from that time are three Radio Ballads with Ewan MacColl, Peggy Seeger and Charles Parker.

Dave joined the Ian Campbell Folk Group in the early 60s and in 1966 he teamed up with Martin Carthy. This remarkable pairing played an important part in the tremendous shake-up of British folk music in the middle to late 60s.

He joined Fairport Convention in 1969 and his contribution to folk and folk-rock music is legendary and well documented.

He formed Whippersnapper in 1984, a group renowned for its drive and acoustic prowess but went solo in 1989, before ending up in supergroup Band of Hope.

Entry to the 8pm show is £8 for members, £9 for non members. Call 01795 536857 for details.



LETZ ZEP

Friday, November 5,
The East Quay, The Harbour, Whitstable



GET ready to enjoy an evening in the company of one of the best rock tribute bands in the country.

Letz Zep, the only tribute act to have gained the official seal of approval from Led Zeppelin, will be rocking out in Whitstable.

There's bound to be a whole lotta love for the band, who were invited to play at the official launch party for Led Zeppelin's Mothership album, at the behest of Robert Plant and Jimmy Page.

Plant walked in to see the band while they performed a set in London and was amazed at the similarity.

He even told Q Magazine: "I walked in, I saw me."

Letz Zep have been featured on BBC1, BBC2, ITV, in Classic Rock and Kerrang, Q and Mojo.

Demand for the band is such that they regularly tour in Spain, Greece, Holland, Belgium, Italy and France and have also played in Venezuela, Australia and New Zealand.

Tickets are £10 in advance and available from: www.wegotickets.com or Gatefield Sounds or the Hotel Continental, Whitstable.



DEFYING HITLER

Monday, November 15, Gulbenkian Theatre, Canterbury



A MOVING tale of objection in the face of overwhelming consensus, Defying Hitler tells the story of Sebastian Haffner, a young man who makes a decision to stray from the pack.

Aged 26 when Hitler came to power, he wasn't Jewish, though many of his closest friends were and he wasn't a Nazi, though he had recognised many of those who were later to become Nazis from an early age at school.

Haffner was just an ordinary well-educated middle-class young man, trying to make his way in the world, but 1930s Berlin was not the sort of world in which an ordinary well-educated middle-class young man could easily make his way.

Documented are the trials and tribulations of his life, leading up to his eventual emigration to England in 1939, and of his development from wide-eyed schoolboy to slightly gauche, naïve young law student, to razor-sharp, witty, erudite political journalist.

The rise of the Nazis is explored through the eyes of the child who experienced it and of the 32-year-old man looking back over his early life.

Tickets are £10 from the box office on 01227 769075.



SLEEPING BEAUTY

Thursday, November 11, Leas Cliff Hall, Folkestone



VIENNA Festival Ballet returns to Folkestone with a traditional production of Sleeping Beauty for all the family to enjoy.

The classic fairy tale is set to Tchaikovsky's magnificent score and features stunning choreography, and beautiful costumes which combine to portray the struggle between good and evil.

Incensed at being snubbed at the christening of Princess Aurora, the wicked fairy Carabosse lays a curse on the child, proclaiming that she will one day prick her finger and die.

But the Lilac Fairy intervenes, and when the fateful day arrives, the princess and the

entire palace instead fall into a deep sleep.

A century later, Prince Florimund is guided to the castle by the Lilac Fairy, overcoming the obstacles created by Carabosse, and awakening the sleeping princess with a kiss.

It is love at first sight, the palace awakes and a parade of fairytale characters attends the royal wedding.

Curtain up is at 8pm.

Tickets cost £22.50, £17.50 or £12.50. Concessions and group discounts are also available. Call the box office on 0844 847 1776 or go to the website at www.leascliffhall.org.uk.

AUTUMNAL SONGS: SARAH HALE

Saturday, November 6,
Sarah Thorne Theatre Club,
Memorial Theatre, Broadstairs



BROADSTAIRS singer Sarah Hale will be "going cabaret" in her concert in her home town.

She will be joined by pianist Rupert Jones for a concert of seasonal songs.

As well as her established repertoire of classical songs and traditional British melodies, Sarah will be performing a variety of sensational numbers including show-stoppers from the musical Cabaret and other hit songs.

The new flavour to her performance will mark an important departure for Sarah, who usually performs more classical pieces.

She said: "People who've seen me perform me before are in for some real surprises."

"Switching between different styles of singing is one of the hardest challenges you can undertake."

"I think I've made some real discoveries in this area and this concert will be a chance for me to put some of these ideas into practice."

All seats are £8. Tickets are bookable in advance on 0845 2626263. Non-members must book 24 hours in advance, by telephone or by emailing info@sarahthorne-theatreclub.co.uk.



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Business Week Live

BUSINESS WEEK LIVE 2010 is the county's essential B2B exhibition and conference next Wednesday, November 10, at the Kent Showground, Detling.

It will be officially opened by Lord Michael Howard with exhibitors from across the county.

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You can be there with FREE tickets available when you register online at www.businessweeklive.co.uk

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Thanks – but we do need those growth plans now

BY STEVE LOADER

POSITIVE economic statistics on the back of the austere yet palatable agenda set by the Government's Comprehensive Spending Review (CSR) have given confidence to Kent business leaders.

Figures up to the end of September show two consecutive quarters of UK growth above what had been forecast, meaning that even if the UK economy now marks time to the end of 2010, it will still outpace forecasts.

And High Street sales – a barometer of consumer confidence – have been higher for October than a year ago. But while this draws some of the sting of the CSR cuts, county businesses now want to hear how the Government will stimulate further growth.

Regional Institute of Directors' (IoD) chairman Chris Dodson said "clear and concise practical proposals" were needed "to make it easier for firms to employ people, not make it harder".

The IoD's regional director Rodger Broad also called on the Government to recognise the economic power and influence of the South East including Kent.

He said: "It is imperative the country plays to



ON THE UP: Shoppers' confidence and two consecutive quarters of growth have boosted hopes of business leaders

its strengths and, economically, that is the South East. While we are not calling on the Government to stop supporting businesses in the other regions, the South East is better placed to benefit quicker from the upturn. Positive discrimination in favour of other regions will hold back recovery."

Highlighting that only London and the South East are net contributors to the Government's tax coffers, Mr Broad added: "Government

spending cuts are only half of the solution, the other half is how to help businesses grow and create jobs which in turn will increase the tax take and reduce welfare expenditure."

And growth also headed Thames Gateway Chamber of Commerce's post-CSR agenda; director Paul Price said the review had underlined the UK was a safe investment, but "we now wait to see a strategy for growth". However, he was disappointed to see cuts in training.

"If the private sector is to create the jobs to drive this recovery it is essential that government can deliver the basic skills employers need.

"We are also disappointed the budget for export promotion has taken such a substantial hit when politicians say they want a rebalanced UK economy. British companies will be left in a weaker position compared to competitors from other trading nations," he added.

On the other hand, the IoD remains unconcerned by fears in some quarters that making deep cuts to bring down the debt faster risked pitching the country into a double-dip recession as confidence ebbed away.

Its own number-crunching turned up evidence from the 90s downturn that a tighter fiscal policy could go hand in hand with economic recovery.

Meanwhile, Peter Skinner – Labour's MEP for the South East – said he recognised the need for cuts, but called the CSR "a huge gamble with growth and jobs in Kent".

Answer to pantomime star's dilemma waited in the wings



Picture: PAUL JERRARD

PANTO star John Thomson's commute from Manchester to Kent was looking like a torture devised by the dastardly Sheriff of Nottingham, the character he plays in Robin Hood at Canterbury's Marlowe Theatre from December 4.

John – famous for appearances in Cold Feet and Coronation Street – was facing a long train journey from his Manchester home or flying into London Stansted and flogging around the M25.

Either way, it was a five-hour trip each way to his accommoda-

tion near Canterbury during the panto run and far too much extra time away from his wife and two young daughters – until he investigated Flybe's new 50-minute daily service between Manchester and Manston Airport in Thanet.

"It's an absolute godsend," he said after stepping off his plane en route to panto rehearsals.

"It makes perfect sense."

For more on John and his travels, see Julie Maddocks' exclusive TV interview on www.businessforkent.co.uk.

Airport's upgrading in operating status opens up 'new opportunities'

LYDD Airport development plans are closer to take-off after an upgrade to the site's operating status, *writes Steve Loader*.

The airport is currently awaiting news of a public inquiry into a runway extension and new passenger facilities, but the new Category Six rating is expected to boost its case – airports are rated globally on a scale of 1-10, with 17 of the world's biggest being rated 10.

The enhanced level of the Romney Marsh facility allows it to handle a larger class of commercial aircraft, such as the Bombardier Dash 8 Q400 and other regional airliners carrying up to 100 passengers.

It can also accommodate larger and faster transatlantic-capable corporate jets such as the Gulfstream G550.

Lydd Airport spokesman Jo Oliver said: "Having met strict criteria set down by the Civil Aviation Authority (CAA), we now have the capability to deal with a

much wider range and size of aircraft. This is fantastic news and will enable us to attract more business.

"In fact, it's already opening up new opportunities for the airport."

The airport satisfied rigorous CAA requirements to achieve its new category, culminating in its annual emergency exercise and including 'Exercise Dash' to test airport operations units' ability to work alongside external emergency services during a major incident.

Lydd's senior airport fire officer, Paul Fisher, said: "The 'emergency' scenario involved a Bombardier DHC-8-400 aircraft carrying 74 passengers and four crew, which suffered a catastrophic engine failure just before take-off.

"Airport staff, members of Friends of Lydd Airport Group and local lifeguards played the role of the passengers who were evacuated to a special 'survivor reception' area."

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Unplugged Rifle men take a shot



HOT SHOTS: The Rifles headline the Suburban Kings night at the Royal Function Rooms

■ BY SIMON ROBINSON

FOPFISH flower-waving singer Morrissey once had a skewed opinion on unplugged artistes.

The legendary Smiths front-man sang in hit 1985 single Shakespeare's Sister "I thought that if you had an acoustic guitar then it meant that you were a protest singer".

Oh, Morrissey.

Luckily for him, he was later able to see the error of his ways and he has reached the stage where he looks back at his childish naivety with fondness.

As we all – including Morrissey – know, acoustic guitars are not the exclusive weapon of choice of the protest singer.

The late Kurt Cobain and his Nirvana chums used the electric-free instruments for the memorable MTV Unplugged performance in 1993, for example.

Many other guitar acts have taken similar measures for one-off performances.

The latest band to do so are indie rock upstarts The Rifles, who will play a special acoustic gig in Kent next month.

The London-based outfit will perform unplugged at the Royal Function Rooms, Rochester, on Wednesday, November 24.

The new-look Rifles, whose numbers were reduced by half after bassist Rob Pyne and drummer Grant Marsh quit last month, will headline the monthly Suburban Kings night.

The support acts are due to be announced in the coming days.

Promoter Matt Harvey said: "Suburban Kings is bringing back real music to real music venues in Medway.

"We're over the moon to announce that The Rifles will be playing a special acoustic set at the Royal Function Rooms, the UK's 2nd oldest stage.

"This will be a great, great gig." Co-promoter Chris Pritchard

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BEING POLITE: Singer Kayleigh Phillips performs her new song The Polite Way



BAND PRACTICE: Zinta Egle and her band play Love With No Love



TOP FIVE KENT GIGS

- 1 The Suspects - 12/11 The Rose, Broadstairs
- 2 Vivid Nation - 13/11 The Park Inn, Dover
- 3 Third Place Victory - 15/11 Quarterhouse, Folkestone
- 4 Save Target As. - 18/11 Beercart Arms, Canterbury
- 5 Happy Daze - 19/11 The Catholic Club, Herne Bay

added: "We're really pleased to have this gig on. It feels like a new beginning for us and must be one of the highest-profile bands to have played Medway for well over a year now."

Tickets are £10 and are on sale from www.seetickets.com, 0870 264 3333, or in person at Sound & Image in Chatham.



BIRDWATCHING: Pink flamingos feed on tiny shrimp at the Salar de Atacama; and hiking in the Moon Valley, in the Atacama Desert, Chile

yourgetaways

The Chilean landscape leaves you feeling on top of the world

■ BY ALISTAIR KEELY

WHILE images of Chilean miners returning from deep in the earth have been beamed around the world, today I'm as far from those pictures as it's possible to get.

Standing at the summit of Toco volcano, 5,625 metres above sea level, I feel as if I've just climbed the highest mountain in the world.

Despite the elation, my head is pounding and my lungs scream for oxygen.

On high-altitude-hiking in Chile, the oxygen-depleted atmosphere makes you feel you have the worst hangover ever, combined with a touch of flu.

So why go through such an ordeal? All around me is the answer: breathtaking views of the Bolivian Altiplano, Argentina and the Atacama saltflats.

Toco, one of the highest peaks of northern Chile, is also one of the most accessible. You don't need to be related to Sir Edmund Hillary to conquer it, just reasonably fit and prepared for a bit of discomfort.

However, I have a confession to make. The hike up Toco was eased by the fact we were driven to 5,000 metres before we began hiking.

After a slow descent, and celebratory beer and sandwiches in the van, we returned to base camp – the sumptuous Tierra Atacama hotel.

On the edge of San Pedro de Atacama, a picturesque village in the high plains of northern Chile, the hotel calls itself "an adventure spa".

Here guests can combine the active enjoyment of the desert – without sacrificing pampering time. Built to blend with its surroundings, the hotel is made of local mate-

FACT FILE: CHILE

Time difference	-Four hours (GMT)
Capital	Santiago
Language	Spanish
Population	17,063,000
Currency	Chilean peso
Religion	Roman Catholic

Alistair Keely stayed at Tierra Atacama, where seven nights' full board in a double room costs from £1,807, including transfers, breakfast, lunch and dinner, open bar, daily excursions, use of pools and sauna. Details from reservas@tierraatacama.com. Alistair flew Heathrow-Madrid with Iberia, and Madrid-Santiago with LAN. Visit www.LAN.com and www.Iberia.com.



rials and each room has stunning views. Every morning I opened my curtains to see two volcanoes.

Every room is en suite and comes with a luxurious four-poster bed, sunbathing terrace and even an outdoor shower.

After you've chilled out, it's time to sit and enjoy Chile's national drink, a pisco sour, beside an open fire and plan the next day's activities, or indulge yourself in a spa treatment.

The hike up the volcano is one of many options from the hotel. Other adventures include biking through Devil's Canyon, visiting dramatic geysers and 900-year-old cacti, horse-riding, hiking through Death Valley and birdwatching.

After my Toco adventure I opted for a hike through Death Valley to see flamingos feeding at sunset.

Death Valley was named by a Belgian explorer after the planet Mars. But instead of calling it Valle de Martes, he incorrectly pronounced

it Valle de la Muerte – meaning death – and the name stuck.

The name is fairly appropriate, however. Little life is visible as you walk through a moon-like valley with spectacular twisted rock formations and sand dunes.

The flamingo trip to the Salar de Atacama was also memorable.

Leaving the hotel by van at 3.30pm, we went south, via the village of Toconao, famous for its fruit trees and historic bell tower, before heading to the saltflats.

Here flamingos feed on the tiny pink shrimps that give them their colour. As the sun sets, the region is bathed in a fantastic purple light as birds gather in large numbers.

The soft gurgle of running water intermingles with bird cries.

Every so often a group of flamingos rises into the air to seek another place in which to feed, against the dramatic backdrop of surrounding volcanoes and the setting sun.

yourlocal



Issue No 3



**your midweek guide
to independent business**

your local



Issue No 3



**your midweek guide
to independent business**

Offering an independent choice

IN our third Your local supplement we once again take a look at some of our most successful businesses and discover their secrets.

Independents really do offer an alternative to the multi-nationals and the chains as well as bringing choice to the consumer.

For business owners we hope the stories will inspire you to try something new or maybe even inspire some of you to take a step toward starting your own company.

For customers we hope you will see some alternatives in a wide range of purchases, from furnishing your home to servicing your car... or even fitting a new kitchen.

And for some, as we have already found with previous supplements, the stories may

be a catalyst for starting your own business.

In addition we have regular columnist QJ who looks at coping with the life as a lone entrepreneur.

And we welcome back Nock Rowell, director of policy at Kent Inverca Chamber, who writes an open letter to the Prime Minister following last week's Spending Review.

We hope you enjoy the supplement, and do let us know your stories.

Email editorial@kosmedia.co.uk.



Page 4

How success followed a simple newspaper ad

Pages 4-5

An open letter to the Prime Minister about banks

Page 5

Reward for pride in customer service

Page 6

How a new business has snagged top clients

Pages 6-7

Top staff has given salon and spa success makeover

Page 7

Business builds ties with agricultural industry

Page 8

Accountants invest for success

Page 8-9

How villagers took control of their pub

Page 10

Car business that repeats its winning formula

Page 11

Why customer satisfaction means garage thrives

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Beat the self-employed blues

AS the song Killer by Seal says, 'It's loneliness that's the killer'.

If I were to know what one single reason is responsible for very small businesses giving up, I'd guess it was being on your own! It can be really demotivating, demoralising, and ultimately, the death of your business.

'A problem shared is a problem halved', is what my dad used to say. And there is a psychological and scientific basis for this belief.

Human beings are herding animals. We like and need to be in families, groups, teams and communities.

Launching and running your own small business is often so far away from this natural, desired state that it causes major problems around things like self-esteem, confidence and the ability to keep-on, keeping-on.

Never having worked for another living soul, I have frequently been in the undesirable place that is: 'on your own, mate!' So how do we deal with this? What can you do that will ensure your survival – emotionally that is?

In the early days of any new business, it's extremely unlikely that you will afford 'other people', and this will mean that going to work is a solitary experience: one that for many is a new feeling, and a new way of operating.

Eventually, if one is successful and can afford to start employing other people, the loneliness can disappear, but is often replaced by that other OMG of business, 'I'm not just responsible for managing myself, but now I have to manage someone else as well!' Paradoxically though, this can also lead to an even greater feeling of loneliness.

Recently, a client of mine wanted help because although he has a team of staff that

carry out the practical work his business provides, he is often overwhelmed with a feeling of 'them' and 'me'. Merely the responsibility can make him feel he's on his own. His staff is depending on him for everything. So what's the solution?

Well, I thought I'd give you a couple of ideas, but first, let's look at the reason we don't like to be on our own – at least not all the time. One of our fundamental needs is connection with other people.

We're not talking about deep relationships, just those that make us feel better about ourselves. In business, we don't need to be everyone's best friend but we do need to have colleagues with whom we can share and discuss ideas and experiences or just people we can learn from or look up to.

The important thing in all of this is 'conversation'. I use the word conversation because it has to be two-way.

So, as a caveat to this approach, decide that in seeking out any new relationship, your intention will be to give and share your ideas, your time and yourself. If you look selfishly, then chances are you'll lose more than you gain.

Vital Friends

In Tom Rath's book, Vital Friends, he reminds us that in business historically 'people development' has been in two areas: personal, or developing the individual; and developing the team or group or department. Vital Friends gives clear evidence of why developing one-to-one relationships – and viewing them as such – is so valuable, not just in terms of the 'feel-good' and job satisfaction factor, but in terms of bottom line profitability and low staff turnover. So, here are three of (twelve) types of people that you could benefit from a relationship with if you suffer from The Loneliness of the Entrepreneur.

1. People who are already successful in your sector. Yes, this can mean competitors. Seek

out a relationship with someone you admire who is already successful. This can seem scary at first, but what I've found over the years is that people love to be asked for advice. It's flattering and if you can find a mentor who will share their 'time' with you, either on the phone or face to face, then you will never be lost for ideas or motivation. I have two mentors at the moment, both of whom I can freely email or phone whenever I want – fantastic!

2. Connectors. If you go networking, you'll know that there are those people who know everyone. Those are the people who we call connectors and you know what? They'll connect you with other people if you ask and so build your anti-loneliness network. If you don't currently go networking, then **START TODAY.** There is no other more profitable way of building the relationships that can and will (if done professionally) transform your fortunes.

3. People who sing your praises. These may be clients who love what you do – or your mum! They'll shout your name from the rooftops and talk about how brilliant it is to do business with you. I know that I have often ignored these 'fans' as a great source of connection. Now that I regularly phone them and ask how they're doing and what do they think I could do next with my business idea, I get so many 'problems' sorted for me. I no longer have to do all the work myself.

This is just three of a list of twelve types of people to connect with. And if confidence is your issue because you don't feel comfortable about making these kinds of friendships, then give me a call.

In our work, we deliver learning through seminars known as Inspirationist® Insights. If this article has made you think and given you ideas, then attend one of our seminars in the future.

We cover a wide range of topics, all of which we guarantee will help your personal as well as your business relationships, and focus on developing profitable relationships, the kind that endure, giving

your business solidity and longevity. Some of our seminars are free! Be one of the first ten people to call, and claim your FREE copy of my latest book Psychologise Your Business – 101 sure-fire ways to get your business thinking straight, call 0800 840 6093, and quote 'KOS November'.

• **Written by QJ The Inspirationist®.** Read other articles at www.theinspirationist.wordpress.com, see more at www.theinspirationist.com, email qj@theinspirationist.com, or call 0800 840 6093.

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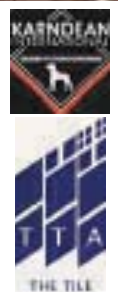
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Kitchen door company grew from a simple newspaper advert

TRANSFORMING an existing kitchen with made-to-measure kitchen doors and accessories and getting the personal attention to detail offered by the Kitchen Door Company, means your food preparation can be conducted amidst great style.

It is a business which has shown itself to be increasingly popular as more and more people take advantage of friendly service, expert knowledge and superb quality products.

As an independent retailer, the company has got time to apply the personal touch when it comes to services.

Site visits to homes can be arranged or details bought into the showroom for consultation.

The firm is a Herne Bay-based replacement door company that offers high quality made-to-measure doors and accessories to transform a kitchen without having to go through the hassle of replacing the whole interior, saving time and money and saving the environment.

Rather than just a functional room the kitchen can become a stylish place to dine and entertain.

Now with 40 door designs in more than 40 colours there are over 1,600 combinations of styles to choose from at the company – which came about thanks to an advertisement placed with our sister paper Kent on Sunday.

And its special vinyl door collection is perfect to create both modern and traditional styles.



Founder Edd Briant said: "I have been in the kitchen trade for 25 years – from flat pack kitchens to bespoke 'up market' kitchens supplying to both retail and trade.

"Two years ago when work dropped off I started working from home and placed an ad with Kos Media for replacement kitchen doors just to see if there was a market for it.

"It took off big time, so much so that I could not cope with it and had to employ a member of staff and get a shop to work from. I now have two members of staff and two fitting teams to install products

"We have a range of over 40 designs in 45 different colours that are made to fit any size kitchen unit. We replace existing doors, panels, cornice, pelmets and handles to make it look like a new kitchen.

"We also sell worksurfaces as well as sink and taps and anything to do with kitchens. We can add units or change existing layouts – all for a fraction of the cost of a new kitchen.

"To add that personal touch I will come to your home to measure or you can bring your measurements into our showroom."

The business has a website at www.kitchendoorskent.com and can supply only or install from a single door to a complete kitchen.

Look again at business funds

Dear Mr Cameron

I'm afraid your rhetoric about 'forensic, relentless focus on growth', and your planned £81bn of relentless cuts, are distractions from our main challenge today: our broken financial system.

Well-targeted cuts in public spending are necessary but UK PLC will only prosper if we re-invent banking to serve customers and the wider economy ahead of bankers and their shareholders.

Nouriel Roubini, who predicted the credit crash, has explained what all can see, the 'elephant in the room': Banks are deemed too big to fail and "it's back to business as usual, lots of leverage, lots of risky investments and return to high profits based on subsidies by the government, bonuses, salaries – you name it. So we're planting the seeds of the next financial asset bubble."

And the cost to Britain? Well, apart from the billions lost in industrial output, profits/taxes and jobs, a Bank of England official estimates the subsidy to British banks over the last three years at an annual aver-

age £59bn (see Financial Times leading article 22/10/10). And the financial markets expect a further £50bn from 'Quantitative Easing' early next year. This money will not aid the real economy, simply bankers will use it for proprietary speculation.

No wonder you need to show our international creditors that we are cutting public spending so hard. If, compared with your £81bn savings, £50bn-£60bn gets squandered on QE every year, our creditors are rightly sceptical. It is time for constructive action, not rhetoric to hide the lack of an effective strategy to re-finance the economy.

Business needs this re-financing. September's Trends Report by the Bank of England shows net lending to businesses falling for the past two years. Some large companies may be coping, but the British Chambers of Commerce Quarterly Economic Survey for Q3 2010 reports a marked slowdown in the pace of growth.

If private enterprise is to lead us through this recession, firms need adequate tools including access to sensible credit. Only then can they flourish to create jobs and economic growth.

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Nick Rowell runs his own company, The Portable Business School, and assists both Kent Invicta Chamber and the Federation of Small Businesses with regular Member Surveys in Kent. In this open letter he asks the Prime Minister to re-evaluate the business finance sector following the Spending Review



The Federation of Small Businesses' half-yearly survey for Kent shows that owner-managers tend to hang onto their staff, even when sales and confidence are down; whilst as sales pick up, confidence and hiring recover very slowly. So fostering small businesses maintains jobs. Moreover, this doesn't stoke inflation: most businesses forego some profit-taking to build future growth.

So, Britain must establish alternative institutions to the banks. We must make it attractive to invest in productive, real-economy UK businesses for those with spare cash. High-earners will be looking to replace the pensions tax allowance to be slashed from April. Please consider extending tax relief to convertible loans, not just equity participation. Entrepreneurs don't need co-founders, but co-funders.

Enlist institutions with sufficient 'reach', as well as stable cash-flow. Include mutuals such as Building Societies and businesses whose principal activity is not finance (eg supermarkets) that lend at realistic interest rates. Consider devoting one or more of our state-sponsored banks to traditional banking services.

This strategy lets big banks focus on their

global investment business, generating tax for the Exchequer whilst paying themselves what they please. No need to demerge their investment and retail arms to undo "Big Bang". We'd regain an effective supply side in commercial banking, without excluding big banks from competing or diminishing their scope to service the cash-rich.

We all want stable growth to support healthy public finances. This requires a healthy stock of businesses able to invest in their productive capacity. But they can't do it on the unrealistic credit terms set by big banks whose overriding cash worries and short-termist ambitions continue to hi-jack government policy.

Please act to re-establish a diverse banking sector, where institutions unencumbered by the dodgy mortgage "albatross" can compete and prosper.

All of us – not just the big banks – need access to realistic credit at affordable rates.

Nick Rowell,
www.tpbs.co.uk.

Award-winning reason people keep coming back to our county

GUEST house owners are the warm and friendly face of Kent who ensure visitors to the county go away with fond memories and look forward to returning – and Lynn Ruse is one of the best.

Lynn, who runs Barclay Farmhouse in Biddenden, won the title of Bed and Breakfast Employee of the Year at the Pride in Ashford and Tenterden Awards 2010. Her success should prove an inspiration for others to enter the 2011 awards.

Driven by her late father's belief that if a job is worth doing, it is worth doing well, Lynn is determined to make sure every guest enjoys their stay in the county.

"I like to look after my guests from the moment they make their booking. That includes meeting and greeting them on their arrival, chatting to them about local attractions to visit, arranging restaurant bookings and even providing transport if necessary," said Lynn.

"I take pride in providing a locally sourced and healthy breakfast so I shop for fresh ingredients every day."

Lynn's devotion to her work extends to a desire to win a National Tourism Award for Excellence in the future, one of the objec-



FRIENDLY FACE: Lynn Ruse won the title of Bed and Breakfast Employee of the Year this year

tives she set herself when she originally opened her Bed and Breakfast business.

"The appreciation and thanks you receive from guests at the end of their stay is very rewarding," she said. "It means I know they have enjoyed their time with us and can't wait to return."

"Customer service is so important, it's a necessary part of the guest package. We want our guests to be happy and have a memorable experience – one that keeps them coming back year after year."

The Pride Awards are part of the Celebrating Kent initiative led by Visit Kent raising awareness of the importance of leisure, tourism and hospitality businesses. The industry contributes more than £2.5 billion each year to the county economy and supports more than 50,000 jobs.

If you know someone who gives exceptional customer service, then the deadline for the 2011 Pride in Ashford and Tenterden Awards nominations is February 28.

For further information, or to ask for a nomination form, contact Visit Kent on 01622 696936, email: celebratingkent@kent.gov.uk.

You can also nominate online at www.visitkent.co.uk/prideawards.

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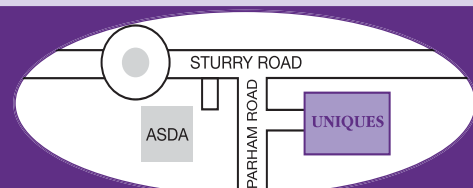


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How going that extra mile has boosted business at a creative new media group

CREATIVE agency The Wow Factory has strengthened its client offering by establishing a dedicated new media group which has captured several high profile national and regional clients.

The unit, which specialises in creating dynamic websites, search engine marketing and social media strategies, has won a series of pitches for clients including The London Tombs, Specialist Golf, The Secret Gardens of Sandwich, Britelite and Regal Estates.

The team is headed by digital strategy specialist Adam Parsonage, who has eight years web development experience, and includes search engine optimisation and social media executive Heidi Robus, digital copywriter Jon Lane, and programmer Ricky Ellmore.

Says Simon Clubley, managing director of the Charing-based agency: "Creativity, technical expertise and great copywriting is essential if clients are to maximise the impact of their online marketing."

"It's the fastest-growing part of our business reflecting the national trend, as more and more clients appreciate that just having a website is not good enough – it has to work hard, and be properly inte-



THE WOW FACTOR: The successful creative team at The Wow Factory are, from left to right, Adam Parsonage, Ricky Ellmore, Jon Lane and Heidi Robus who have increased business during the recession

grated into their marketing plans."

The Wow Factory was founded four years ago, and also provides advertising, publications and event management to clients including Premier Foods, Checkmate Group, Monarch Chemicals, IPC,

Lansdown Place and the Reynolds Group.

For further information, please contact: Simon Clubley phone 01233 713946 or 07809 672939 or Richard Harvey, phone 01580 763605 or 07780 607209.

Spa business

How Tim Flanagan took a salon back to its roots...and increased custom

A SALON and spa owner in Deal has turned the clock back in more ways than one.

Tim Flanagan took over The White House hair and body salon two years ago and has gone back in time to reinvent the business.

Mr Flanagan said: "I took over the existing business in March 2008 and some years ago it was previously called the White House, but it had been called several things in the mean time.

"I decided to change it back because we were still getting phone calls asking for the White House."

The qualified chiropodist has been working in Deal for more than 10 years, spending most of that time in a room he hired from the dental surgery next door.

Mr Flanagan added: "The shop here came up for sale and I had been looking for my own premises, so I took the gamble and decided to put the two businesses into one.

"I knew it was a risk because I didn't have a background in hair-dressing and I didn't really know anything about it.

"I do know how to run a business though so I got in a manager and made sure I had the right staff."

It is the staff that Mr Flanagan employs that he believes is the backbone to the spa's success.

"I have a really good team and the key to a good business is the staff," he added.

"Without them, there is no business."

In his short tenure of the spa and salon, Mr Flanagan has made a great impression, not only with



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CUT ABOVE THE REST: The White House hair and body salon in Deal's award-winning team

his staff, but also with his customers; an achievement that has been officially recognised.

Mr Flanagan said: "We won salon of the year in 2009/10.

"We received a glass trophy for it, but it is about getting the accolade.

"There are some very good salons, especially in London, so it means a lot to everyone to win it.

"We also stock the best products, such as Kérastase, which is world renowned and only certain salons can get it.

"Representatives from the company come and inspect the salons to ensure they are good enough.

"We have exclusivity in Deal and no-one else here is allowed to have it.

"We want to be as good as the top London salons but with a personal service – we know our customers by their first names."

In this time of austerity, businesses such as this are often the first to suffer, but by being independent, The White House is able to be swift on its feet and react to the market, ensuring that it continues to prosper, having grown by 400 per cent during 2009.

Mr Flanagan said: "I feel really proud that we are still here and we are not regressing but actually progressing and, considering the recession, we are making steady progress.

"We have that independence and autonomy to be able to change quickly."

Building specifically with farmers in mind

A KENT building group with a national profile has set up a new division aimed specifically at providing quality services to farmers across the south east.

Cole Agri-build will combine the renowned building skills of Cole Construct's Bethersden workforce with the farming background of the well-respected Luke Alexander to provide general construction services and steel-framed buildings for the local agricultural industry.

Cole Construct was set up by Daniel Calnan in 2008 and has been growing strongly despite the recession. It has already gone from a one-man band to a five-strong team that includes in-house designer Danielle Petersmann.

Luke Alexander, who comes from a farming family and trained as a rural surveyor before working as a director of a diverse agricultural business, is looking forward to joining the Cole Group stable at the helm of Cole Agri-build.

"We think there is a real need for a good local service provided by a company that knows about farming as well as about building," explained Daniel, "and we are delighted that Luke is here to help with it."

Agri-build will also focus on renewable energy, working with farmers to help them benefit from the new 'feed-in tariffs' that offer a payback for every unit of electricity generated by a solar panel, wind



EXPERIENCE: Luke Alexander is joining the group turbine or biomass energy technology.

"The average barn roof could generate as much as £20,000 of income a year through having photovoltaic solar panels mounted on the roof," explained Luke.

The Cole Group also includes Four Seasons Fencing, run by Cole Construct co-director Graeme Allison. Another big player on the national scene, Four Seasons is currently installing fencing and vehicle barriers for the Westfield

Shopping Centre, adjacent to the main Olympic Park site in Stratford, East London.


With such comprehensive support from companies within the group, Cole Agri-build will be able to provide a complete design and build service to local farmers who know they can rely on Luke's expert advice.

"Farming is a specialist area and farmers like to deal with a building company that not only understands building but understands the issues associated with farming. At Cole Agri-build we bring together the right skills and experience to create a cost-effective, quality solution to on-farm building," Luke added.

Cole Agri-build can tackle all kinds of general construction work, repairs, extensions and diversification projects as well as designing and erecting steel-framed buildings for general and specialist uses.

Sister company Cole Construct is meanwhile putting the finishing touches to the new warehouse and office premises it has designed and built at Moat Way, Ashford, for SuperCups Vending.

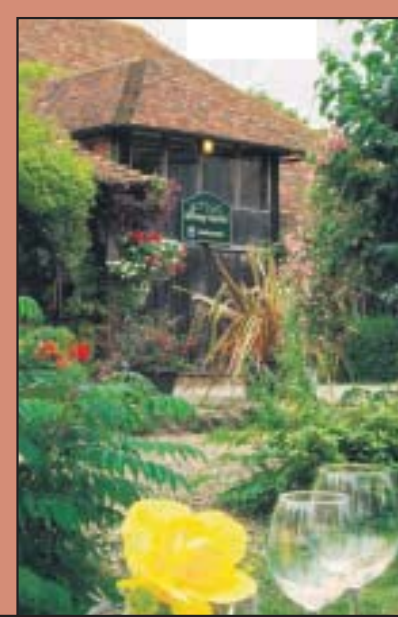
That combination of quality building, in-house design services and farming knowledge will be welcomed by farmers who would rather be out in the fields tackling 'the day job' while the experts look after the latest project back in the yard.



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PH ACCOUNTANCY in Whitstable has taken an unprecedented step to help their clients in these difficult times. They have invested in one of the world's leading business growth and marketing systems, so clients can get FREE access to this valuable resource.

The 'Business Growth System' itself has helped to generate tens of millions of pounds worldwide for companies in over 250 different industries. It's a UK system; built, developed and improved over a 15 year period.

Commenting on this innovative scheme Andy Page, managing director of PH Accountancy said: "We are absolutely delighted to be launching this valuable time-tested resource to our clients. We have always sought ways to help our clients grow their businesses.

"Investing in one of the leading business growth and marketing systems, so our clients can get free and expert help shows how committed we are to helping our clients prosper during these tough times."

The Business Growth System is owned and developed by the Academy For Growth. Simon Organ, managing director of the Academy comments: "We are delighted to provide the Business Growth System to the clients of PH Accountancy, it's clear they are a forward-thinking firm of account-



DEDICATED: PH Accountancy has invested in The Business Growth System to assist clients' business ants who have a strong desire to see their clients succeed and prosper even during challenging economic times.

"PH Accountancy has recognised that accountancy firms have difficulty in differentiating themselves. However, by investing in the Business Growth System, PH Accountancy can now provide it free of charge to their clients, clearly demonstrating that not every accountant is the same. Ordinarily the system is available to buy for £1,175 for each business, so this commitment shows the steps PH Accountancy are prepared to take to help all their clients succeed and we applaud it."

For more information please phone 01227 277 667 or visit www.phaccountancy.co.uk.



Village pub is the new hub of the community

THE Farriers Arms, at Mersham, is rapidly becoming one of the 'hottest' venues in Kent – and that's no surprise when one considers what it offers.

This 1606 pub has been fully restored and the seven-acre curtilage, with the fish-laden East Stour River running through it, is charming in the extreme. There is fine dining with exquisite food and surroundings, conventional dining and an excellent bar menu – not to mention the selection of free-house beers and wines. Two of these wines have been vinted in France and bottled exclusively for The Farriers, under The Farriers' name and under the name of the local hospice: the latter benefits from a generous donation from the profits.

Music to suit all tastes is available on a regular basis, both indoors and at open-air functions, in keeping with the mood of the occasion. Marquees can be hired in the field, or The Forge can be made available as a private function room.

The history of The Farriers Arms is clearly centuries old. James 1 sent ships to America in

CROSSKEYS COACHES DAY TRIPS AND TOURS



November		
Wednesday 10th	Brick Lane Music Hall	(SOLD OUT)
Saturday 20th	Santas Magical Kingdom, The Hop Farm, Kent	£34.00
Saturday 27th	Romford Market	£16.00
Saturday 27th	Brussels Xmas Market (2 Day Break)	From £93.00
Sunday 28th	Bruges Xmas Market	£32.00
Tuesday 30th	Westfield Shopping Centre	£17.00
December		
Wednesday 1st	Bluewater or Lakeside	£16.00
Friday 3rd	Brick Lane Music Hall	(SOLD OUT)
Monday 6th	Afternoon Cite Europe	£14.00
Wednesday 8th	Camden Lock Town & Markets	£17.00
Friday 10th	London Lights & Sights	£16.00
Saturday 11th	Santas Magical Kingdom, The Hop Farm, Kent	£34.00
Sunday 12th	Lille Xmas Market	£33.00
Monday 13th	Valkenburg, Netherlands (5 Day Break)	£265.00
Saturday 18th	Thursford Xmas Spectacular	£59.00
Sunday 19th	Calais Xmas Market	£17.50

January		
Saturday 8th	Brentcross Shopping Centre	£13.50
Saturday 15th	Brighton Ice Show	(SOLD OUT)
Saturday 22nd	Bluewater or Lakeside	£16.00
Sunday 23rd	Brighton Ice Show	£36.00
Saturday 29th	Brighton Ice Show	£36.00
February		
Monday 7th	Afternoon Cite Europe	£15.00
Saturday 12th	De Panne	£21.00
Friday 18th	Brick Lane Music Hall	£39.00
Saturday 19th	Ostend	£26.00
Thursday 24th	Boulogne	£25.00
Saturday 26th	Disneyland, Paris	£70.00
March		
Monday 7th	Afternoon Cite Europe	£15.00
Friday 11th	Royal Tunbridge Wells	£12.50
Saturday 12th	De Panne	£21.00
Wednesday 16th	Brick Lane Music Hall	£35.00
Thursday 17th	Boulogne	£25.00
Friday 18th	The Stitch & Craft Show 2010 at Olympia	£23.00
Saturday 19th	London Zoo	£27.00
Wednesday 21st	Sluis	£35.00
Friday 25th	Ideal Home Exhibition	£28.00
Saturday 26th	Bruges	£33.00

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covers for the new extended anvil restaurant which is extremely successful – you will need to book in advance for Friday and Saturday nights.

The beautiful restaurant with its folding doors opening onto the garden, patio and the river frontage.

And not least, the micro brewery has now been finished and will be brewing its first batch of beer

that year, to set up the first permanent English settlement there – in Jamestown. But the recent story began only last year, in March 2009.

At that time the pub came on the market, as a part of Punch Tavern's divesting of its assets, and the pub had become totally dilapidated in fabric and was closed.

But local businessman and entrepreneur, Richard Bishop, was so appalled by the uncertain future of the village pub that on April 23 – St George's Day – he incorporated a registered private company (Farriers Arms Kent Ltd) and put in an offer of purchase. When the offer was accepted, Richard gathered together a host of villagers and friends to invest, such that by June 12 the pub had been fully purchased.

The amount of work to renovate and extend the premises, including the voluntary efforts of the shareholders, cannot be overplayed. The effort by families has been phenomenal. Roofing repairs were necessary, rotting floorboards were replaced and everything has received several coats of paint.

Local joiner and cabinet-maker Lenny has built the new bar, literally from scratch, having to hunt for antique doors to re-fashion into the stunning bar with a polished oak top complemented by the solid brass foot-rail that formerly graced the bar at The Mariners' Mission, in Hong Kong.

A new kitchen has been built to serve the various dining areas, where there is now 55

very shortly.

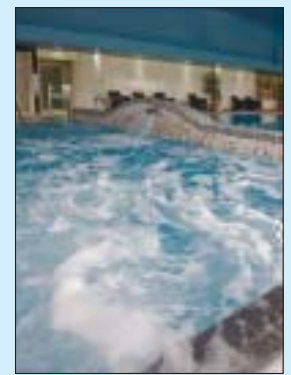
The new a la carte menu can be seen on the website along with the bar menus at www.thefarriersarms.com. The Christmas menu will be available from November 30 where large parties can be catered for in either the large restaurant or forge function room.

Also on sale shortly is tickets for New Year's Eve, an evening which includes a black tie gala buffet, bar and disco where tickets cost just £40 or £5 if you prefer to make use of just the bar and disco instead.

The next event is fireworks on November 6 where there will be children's entertainment. The evening will start with music by the Lostres Hombres from 6:30pm and the fireworks set to music will start at 7:30pm. This will be followed by the lighting of the giant bonfire at 8pm. Also available is hot mulled wine, bar and hog roast or BBQ. Tickets are on sale from the pub, families (two adults, two children) £15 or £20 if bought on the night.

The Farriers is managed by June Ballard, and the Head Chef is Richard Bayliss, Gerald is Maitre D and there is a charming and elegant complement of waitresses and kitchen staff. All would welcome your coming to sample the wealth of sustenance and entertainment that The Farriers has to offer.

Farriers Arms, The Forstal, Mersham, Ashford, Kent TN25 6NU. Phone 01233 720 444. www.thefarriersarms.com.



HIGHLY COMMENDED: The London Beach Country Hotel in Tenterden was recognised at the Kent Environment Awards

Pure luxury and relaxation that doesn't cost the environment

LONDON Beach Country Hotel in Tenterden was highly commended at this year's Kent Environment Awards.

The awards, run by Kent County Council, recognise and reward Kent businesses for innovative environmental and community work they undertake. London Beach was a finalist at the awards and recognised for its consideration to the environment while developing the spa and golf course last year.

More than £3 million was invested into the hotel to develop environmental technologies including: solar panels; heat recovery system; new LED lights and a sustainable irrigation system using rain run-off and water diversion systems.

These investments resulted in approximately nine million litres of water and more than 48,000kW of electricity saved each

year. During construction of these processes, much thought was put into how the hotel could reach its full environmental potential.

"I am delighted that the work we have put into developing the hotel to ensure it is environmentally friendly has been recognised by these respected awards," said Pierre Edmonds, owner of the hotel. "We'll continue to ensure we save energy and resources and shall take into consideration environmental impacts when we plan future developments to the hotel."

Situated in the charming Weald of Kent, the London Beach Country Hotel is perfect for a retreat in the countryside. Guests are welcomed to take advantage of its spa, health club and parkland golf course.

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A one-stop shop for all your MOT needs

AN Ashford garage has revitalised premises it moved out of at the beginning of 2009 to create a local MOT business within walking distance of the town centre.

When D+D Autos moved to its new, purpose-built premises in Moat Way, Orbital Park a year and a half ago, it brought to an end a quarter of a century of service at its old Victoria Road premises.

While the jumble of buildings it left behind were not up to the job of providing a 21st century service and repair facility, they were handy for the town centre and were missed by a number of Ashford customers.

Now the family business, headed by Derek Petridge, has reopened part of the old site as MOT Express Ashford under the care of long-serving employee Alan Crawford, one of the most experienced MOT testers in the area.

Alan has been testing local vehicles for the best part of 25 years and has been with D+D since February 1993. He's delighted to be at the helm of the Victoria Road business and is offering a dedicated MOT service that is proving ideal for people who work in the town.

"Our new premises at Moat Way offer first class facilities for service, repairs and MOTs, but some of our old customers liked the fact that they used to be able to walk into town while their car was being tested," explained Lorraine Fuller, D+D Autos' operations manager.

"As well as being useful to those customers, MOT Express Ashford has helped to boost trade in the town itself and has allowed us to take on another tester, which is a little bit of good news during these difficult times."



EXPERIENCE: MOT expert Alan Crawford

Driving a successful business

THE Vauxhall franchise, situated in London Road, Bapchild, (on the A2) has been operating since 1992 and prides itself on the quality of service it provides together with its commitment to the community.

The family firm was established after managing director, David Pomphrey, acquired the business and assets of a former Vauxhall dealer at the site.

Now in its 19th year, Pomphreys has evolved into a one-stop shop for drivers offering a wide choice of new and used cars, from the compact Agila to the premier Insignia, together with a range of vans. It also offers servicing and repairs, a parts department, an MOT centre and an accident repair operation.

Marketing manager Kathy Skipp believes the company's ethos of quality and customer care has seen it through several economic

down - turns and



AWARD-WINNER: The London Road Vauxhall franchise is a family run firm priding itself on quality of service

endeared itself to the community.

She said: "It's a great place to work. There's a good atmosphere and team spirit. We take pride in what we do and we try to understand the needs of each customer individually."

"We have a tremendous amount of repeat business. Some of our customers bought a car from us nearly twenty years ago and have kept coming back and now their children have come to us for their first car. That's very satisfying."

If the quality of service is important to Pomphreys then so is its workforce – evident by staff retention levels with some clocking up more than thirty years.

Finding independent evidence of Kathy's testi-

monial isn't difficult. The company holds an investor in people status – awarded by the British Standards Institute (BSI) – recognising Pomphreys' efforts in leading, managing and developing the people who run its operation.

BSI has also approved the company for the quality management systems in place.

Kathy says unlike other independent dealers the conditions of the Vauxhall franchise is a further guarantee of quality.

"As a franchise we are approved by Vauxhall to sell their cars and in order to do so we must comply with a strict set of rules, regulations and standards. We are regularly spot checked."

Pomphreys has shrewdly built up solid ties with the community in Sittingbourne and surrounding areas sponsoring and supporting hundreds of groups and good causes over the years.

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Alfa Services



PROVIDING exemplary customer service is the key factors in building a successful business.

That is the view of Adrian Pile, sales manager at Northgate Alfa Romeo garage in Canterbury a business that has stood the test of time.

Not far from Canterbury Cathedral, the dealership has been trading in its current form as an Alfa garage for more than 15 years.

Treating the customers with the respect is the main reason why the business has been successful, says Adrian.

"We always do our utmost to make sure that people who come to us for whatever reason are given the very best we can offer. It's our main aim," he said.

"It's important that customers have trust in you and what you're doing and that is something we strive for. It is nice for them to come in and meet the same staff and recognise us so we can build up a real relationship with the customers. It's something we take pride in and always have.

"It makes a big difference when customers come back to a dealership and see the same face each time, it enables you to build up a bit of rapport with them and helps you understand their needs to a greater extent. We don't treat people as a number here. We are always straight with people and don't just tell them what they want to hear, by giving them any old flannel. We tell them how it is and spell out all the options."

The dealership has a dozen staff under Adrian, but selling the most emotive and historic of Italian cars is only part of its operation.

Body repairs, servicing, free estimates and MOTS are also under their remit.

Adrian said it was making sure everything is down to the highest of standards that is also a factor in Northgate Alfa's ongoing story.

He said: "All our parts are the official Alfa Romeo ones. If you use the trade parts then you find that they may not fit, wear out quickly or fail, whereas ours are guaranteed for 12 months, which offers customers real piece of mind."

Steering customers to what they really need

'Success comes from being straight with people and giving them options'



HIGH STANDARDS: Customer service is the number one priority at Northgate Alfa Romeo garage in Canterbury where selling beautiful cars is only part of the business

Adrian said that he still enjoys the work and has never seriously considered leaving Northgate Alfa.

"I've been here 30 years now and I've had

other opportunities but always decided to stay here as I like it so much.

"We used to be a Renault dealership before we changed to Fiat in 1992, then also got Alfa in

1994, which was a big deal for us as it's such a great brand. We just outgrew the site, doing both Fiat and Alfa from here so split it, and now have a Northgate Fiat in Westminster Road."

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The Trade and Upgrade Programme enables eligible customers to obtain a minimum part exchange value for a qualifying vehicle when purchasing a new Hyundai at a participating authorised UK Hyundai dealer by 27 December 2010. The £3,000 allowance offer is for the purchase of a new Hyundai i30, the £2,000 allowance offer is for the purchase of a new Hyundai i20 and the £1,700 allowance offer is for the purchase of a new Hyundai i10, excluding i10 Classic with metallic paint that qualifies for a £1,500 allowance and i10 Classic in Electric Red Solid Paint that does not qualify for the Trade and Upgrade scheme. The scheme is subject to the terms and conditions of the programme - see www.hyundai.co.uk/tradeupgrade or ask your local dealer. All vehicles are subject to availability at participating Hyundai dealers. The Trade and Upgrade Programme cannot be used in conjunction with any other offers. Warranty terms and exclusions apply - see www.hyundai.co.uk/owners/5YearWarranty/ or ask your local dealer.

Fuel consumption in MPG(l/100km) for Hyundai range: Urban 25.9 (10.9) - 57.6 (4.9), Extra Urban 39.8 (7.1) - 74.3 (3.8), Combined 33.2 (8.5) - 67.3 (4.2) CO₂ Emissions 225 - 110 g/km.

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The official fuel consumption figures in mpg (l/100km) for the New Mazda5 range: Urban 30.4 (9.3) - 44.1 (6.4), Extra Urban 47.1 (6.0) - 61.4 (4.6), Combined 39.2 (7.2) - 54.3 (5.2). CO₂ emissions (g/km) 168 - 138. Mazda5 is only available on all New Mazda5 models with manual transmission. Prices shown are for the Mazda5 2.0i 16V. Prices include VAT, delivery, 1st year road tax, 3 year or 60,000 mile warranty and 5 years' bumper to bumper assistance. Details correct at time of going to print.

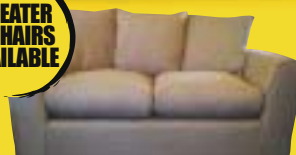
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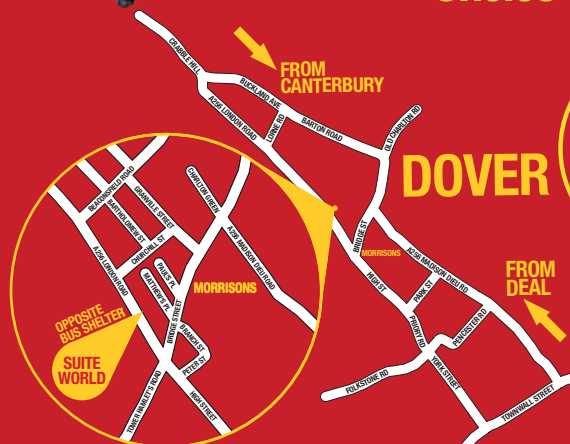
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Grim tale of deadly bodysnatchers deserves to be dead and buried

■ BY DAMON SMITH

THE murderous exploits of two Irish immigrants, who terrorised the streets of 1820s Edinburgh, provide the inspiration for John Landis's ghoulish black comedy.

Opening with a succinct disclaimer – “This is a true story... except for the parts that are not” – Burke & Hare wraps the grisly facts in a shroud of slapstick, sickly romance and anachronistic sight gags.

When the titular body snatchers unearth their very first coffin, loyal skye terrier Greyfriars Bobby sits watching them atop his owner's grave, more than 30 years before the real John Gray shuffled off his mortal coil in 1858.

Dr Lister, who was barely out of his mother's womb when the real murders began, is a figure of fun because of his halitosis, while Charles Darwin, who was at least in the Scottish capital at the time, warrants an aside.

Screenwriters Piers Ashworth and Nick Moorcroft struggle to strike the right tone.

The mix of black comedy and tragedy isn't so much bad taste as completely tasteless.

Irish scallywags William Burke (Simon Pegg) and William Hare (Andy Serkis) return home to learn that one of their elderly lodgers has passed away.

A conversation with grave robber Fergus (David Schofield) reveals that medical professor Dr Knox (Tom Wilkinson) will pay three pounds for a fresh cadaver to use in his anatomical demonstrations.

“I thought that life here was supposed to be cheap,” asks Hare.

“It is, but the price rockets when you're dead,” smirks Fergus.

Demand far outstrips supply and soon Burke and Hare are helping the ageing and the infirm to meet their maker a tad earlier than expected.

While Hare keeps his wife Lucky (Jessica Hynes) sweet with a cut of the profits, Burke



GLOOMY: Simon Pegg and Andy Serkis as grave robbers Burke and Hare, and right, Isla Fisher as Ginny

invests his share in an all-female production of Hamlet, fronted by aspiring actress Ginny (Isla Fisher), and the increasingly prolific Dr Knox crosses scalpels with traditionalist rival Dr Monroe (Tim Curry).

Unfortunately Burke & Hare is as stiff and lifeless as the unfortunate souls that the eponymous duo deliver to the surgical slab.

Pegg and Serkis share lukewarm screen chemistry and the script doesn't provide them with any decent one-liners.

Curry camps it up as best he can to offset the gloomy, grey production design, but a running gag about his foot obsession is lame.

The screen is littered with pointless cameos, including Christopher Lee as an ill-fated lodger, Paul Whitehouse as a drunkard and Stephen Merchant as one of the King's footmen.

So much talent going to waste.

At the end of the film, cameras venture inside Edinburgh Anatomy Museum and linger on the skeleton of the real life William Burke, which is well preserved more than 180 years after the murderer swung from the gallows.

Landis's film will be dead, buried and forgotten in a couple of months, if it's lucky.



BURKE & HARE 
Certificate PG



BIG DAY: The Wedding House planners are waiting to make dreams come true



YOUR TV REVIEW

WEDDING HOUSE: Channel 4, Tuesday, 8pm
THE APPRENTICE: BBC1, Wednesday, 9pm

I FIND Wedding House quite upsetting.

In the best light, loved-up couples with a taste for glitz and glamour leave one of the most precious days of their lives in the hands of a team of professional planners who will make their wedding dreams come true.

In reality, couples, only some of whom seem to love each other, are given fancy dress weddings by five individuals who find it insulting if you want to bring your own shoes. To your own wedding.

The 45-minute programme packs in four couples a week. Some of them have a lovely day. Some of them are even ready to get married.

Sam and James have been together for years, seem very happy, and throw themselves into their bizarre yet stylish Alice in Wonderland wedding. Although one can't help but feel

■ BY JENNY ARMSTRONG

a bit sorry for James. Sam has already had her church wedding with a previous husband – this is all James gets.

But Sen and Hus nearly don't get married because the groom throws a strop about the colour of his trousers, and a pair of ageing swingers renew their vows with a dungeon theme.

Some weddings are fun to watch, but sometimes it is just embarrassing.

THE new series of the Apprentice seems to have dredged up the worst group of nincompoops yet.

If you like watching adults behaving like schoolchildren, and I mean of the Lord of the Flies brand, you will like this.

As in previous incarnations two teams of high-fliers, who nonetheless are incapable of proper speech ('karmically they will be retributed' – genius) take on business tasks and a member of the losing team is fired.

At stake is a six-figure salary as apprentice to the business guru Lord Sugar, so the in-fighting gets rough. Unfortunately two candidates who seemed most like decent human beings have already left.

Unemployed graduate Raleigh Addington left after his Army brother was critically injured in Afghanistan, and surgeon Shibby Robati was fired because he was capable of admitting to his mistakes.

On a positive note, having some of the nice guys out of the way makes the ensuing catfight much more enjoyable. It no longer feels like witnessing a banker kicking a puppy.

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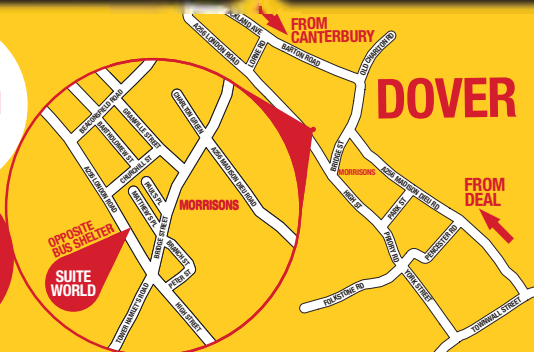
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MOTORS NEWS



Hyundai's downsizer comes with all the toys

HYUNDAI cranks up competition in the mini-MPV sector from November 18 with the launch of its roomy yet compact ix20, priced from £11,595.

The niche was identified by the Honda Jazz, but the trend for downsizing has increased demand and choice and the Hyundai will appeal not just on pricing, but also with its five-year warranty.

Standard features kicking off three trim levels include height-adjustable driver's seat, air con, six airbags plus active head restraints, and six-speaker sound system with MP3/USB input.



Lexus hybrid cuts costs without compromise

LEXUS has announced an attractive entry price of £23,485 for its all-new CT200h executive hatchback hybrid.

With a road tax-exempt 94g/km CO2 emissions, potential average mpg of nearly 70 and a 10 per cent benefit-in-kind company car tax rating plus the upmarket badge, the petrol-electric model should make company car user choosers think twice.

But buyers will need to opt for mid-grade SE-L (£25,200) for the true executive leather seats, with heated front ones.



C3 gets Cherry aid to boost Picasso's sales

IT probably didn't need it, but Citroën's award-winning C3 Picasso MPV (from £12,695) has been updated and is now available with an ultra-low emission 110bhp diesel and six-speed gearbox.

The 90bhp sister diesel is also sold in a Blackcherry special edition (£15,195), with cherry red and black detailing, plus high spec including roof bars, cherry red diamond-tipped alloys, air con, cruise control and USB/Bluetooth connectivity.

All C3 Picasso diesels now escape road tax in year one and the whole range has energy-saving Michelin tyres.



DISTINCTIVE: The almost all-new Saab 9-5 delivers everything you'd expect from the brand – turbocharged generous spec, comfort, acres of space, and traditional design

Saab back from the brink with powerful new twist

ONLY Sweden's Saab – famous for original thinking – could have fabricated a Norse saga involving the brand's near death experience earlier this year.

The former General Motors (GM) brand is fast reviving though, in partnership with Dutch supercar maker Spyker, and tapping into much goodwill in the UK, where it is also celebrating 50 years in the car market.

Leading the revival is the long-awaited Saab 9-5 replacement – the previous car can trace its origins to 1997.

Though based on the classy Vauxhall Insignia during Saab's final years with GM, as much as 70 per cent of the new 9-5 is all our own work, say the Swedes.

The distinctive bodywork is certainly in the great Saab tradition – so, in Abba-speak, you could say the brand is re-Bjorn.

It is priced from £26,695 with a generous standard spec and hi-tech features including aircraft-style head-up display, adaptive lighting and cruise control, adaptive chassis, keyless entry and starting, dual-zone air con; dynamic

ROAD TEST SAAB 9-5

BY STEVE LOADER

STAR QUALITY

Driving appeal	★★★★★
Image	★★★★★
Space	★★★★★
Value	★★★★★
Running costs	★★★★★
Reliability	★★★★★
Green rating	★★★★★

parking assistance and all-wheel drive.

The engine line-up is all turbocharged – what did you expect from the turbo master brand? – and includes a 1.6-litre petrol unit that concedes little in performance to the slightly dearer diesel entry model, though fuel consumption is markedly inferior.

The 160PS (157bhp) 2.0-litre TiD Vector SE diesel we tested feels heavy and, like standard versions of the Insignia – not as nimble as you come to expect from BMW and Audi rivals.

But the ride comfort and long-distance cruising ability is impressive, with loads of space for those in the back and a massive boot.

The cabin isn't gaudy or innovative, but just carefully laid out in the Saab way; aficionados like to think Saab dashboards can trace their lineage back to the aviation parent company.

The powertrain and six-speed auto gearbox matches this refinement and the front-end styling won't let you down in the office car park.

I think the designer's hand strayed a little towards the rear of the car, but this opinion started a lively debate whenever I raised it with colleagues, so it's one of those "beauty is in the eye of the beholder" motors.

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10 Plate Skoda Fabia, 1.2, 5 Door

Storm Blue. **ONLY £8,195***

59 Plate Skoda Fabia, 1.2, 5 Door

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Finished in Satin Grey Metallic with a Black Cloth interior, 47,800 miles. £6,995

58 Plate Skoda Fabia 1 1.2 HTP 6V (60 BHP) 5-Dr Hatchback

Finished in Dynamic Blue with a Black Cloth interior, 13,200 miles. £6,995*

54 Plate Skoda Fabia 1.2 HTP (54 BHP) Classic 5-Dr Hatchback

Finished in Dynamic Blue Metallic with a Black Cloth interior, 48,500 miles. £3,995*

Other Makes

2008 Mitsubishi Lancer 1.6 Equippe 4-Door Saloon

Finished in Metallic Gunmetal Grey, Manual, 21,800 miles. was £7,995* **Now £6,995***

2006 Ford Ka 1.3 3-Door Hatchback

Finished in Colorado Red with a Black Cloth interior, 56,500 miles. Was £3,995. **Now £3,295***

2004 Volkswagen Touran 1.6 S (100BHP) 7-Seat

Finished in Blue Metallic with a Grey Cloth interior, 50,500 miles. £6,995 **Now £6,495***

07 Plate SEAT Ibiza 1.4 16v Style

Silver, FSH, 1 owner from new, 16,190 miles. £6,495*

2006 Fiat Punto 1.2 Active 5-Door Hatchback

Finished in Astral Blue Metallic with a Black Cloth interior, 41,430 miles. £4,495*

2002 Daewoo Tacuma 1.6 SE 5-Door MPV

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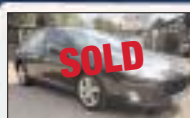
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SE 4 DOOR
SALOON**

Midnight black met, black cloth interior-aircon-6 speed manual-c/d player-alloys-front fogs-multi air bags-alarm and immobiliser-e/w-smart satnav- one owner from new-f/s/h

£5995



**2002/52 PLATE
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Citrus met-black leather interior-aircon-ltd ed alloys-abs-air bag-upgraded stereo system-alarm & immobiliser-e/w-rarely available in ltd ed colour-service history

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**2006/56 PLATE
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1.9TDI STY-
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Sunset red-black cloth interior-aircon-rear parking sensors-e/w-c/d system-alloys-multi air bags-front fogs. Very well looked after, fun to drive with great fuel economy and a full service history.

£6995



**2007/07
RENAULT SCENIC
1.6 AUTOMATIC
VVTI DYNAMIQUE
28K FSH**

Sandringham met-dark grey charcoal interior-aircon-twin glass sunroofs-alloys-cd player-e/w-new card start system-alarm & immobiliser-c/c-front fogs-auto wiper system-1 owner from

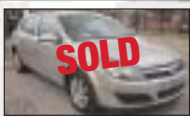
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Mediterranean blue met-grey cloth trims-colour coded-e/w-p/s-coded stereo with cd playfair bag protection-a super little runaround with only 56K-excellent value at only

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in flint grey metallic with contrasting black cloth interior-air conditioning-remote control central locking-electric windows-multi air bag protection system-drivers seat height adjustment-c/d at only

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**2004/54 PLATE
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TD4 ES DIESEL 5
DOOR**

in midnight blue metallic with contrasting grey leather interior, air con, electric windows, electric folding adjustable door mirrors, c/d in-car entertainment, multi function steering wheel, alloys only

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ASTRA EST LIFE
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in pacific blue metallic with contrasting black cloth interior-air conditioning-multi air bag protection system-remote control central locking-c/d in-car entertainment system-electric windowsat only

£4995



**2000 VAUXHALL
ZAFIRA COM-
FORT 1.6 16V 7
SEATER**

Silver met-dark grey cloth interior-aircon-e/w-stow and go rear 7 seats-cd player-e/w-electric wing mirrors-roof rails-abs-fully colour coded-an excellent value 7 seater offered at only.

£2995



**2004/54 RENAULT
GRAND ESPACE
AUTOMATIC
DIESEL INITIAL 7
SEATER**

Nightfire blue met-sand leather/suede-aircon-satnav-cd player-abs-air bags-card start-c/c-alarm & immob-auto wipers-auto lights-abs-auto t/c-e/w-only 63K miles-f/s/h.

£8995



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**07/57 PLATE
MITSUBISHI
OUTLANDER
ELEGANCE DI-D
7 SEATER**

Stardust met silver-black leather-aircon-alloys-e/w-cd player-c/c-satnav-heated front seats-multi function steering wheel-elec sunroof-6 speed-15000 miles from new and full service history

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**2002/52 PLATE
VOLKSWAGEN
GOLF 1.9TDI SE
100BHP 5 DOOR**

in forest green metallic with contrasting black cloth interior-electric windows-remote control central locking-air conditioning-alloy wheels-onboard computer-c/d in-car entertainment system-

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SHORTLY**

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THE RACE 7
SEATER.**

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08 Plate
Ford Matiz



Cash Price	Deposit	Balance to Finance	34 Monthly Payments
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First Instalment £77.75	Final Instalment £78.05	Total Amount Payable £3999	0%APR

0% APR Finance

08 Plate
Ford Ka



Cash Price	Deposit	Balance to Finance	34 Monthly Payments
£4499	£1349.70	£3149.30	£87.48
First Instalment £87.48	Final Instalment £87.50	Total Amount Payable £4499	0%APR

0% APR Finance

02 Plate
Ford Focus
4dr



Cash Price	Deposit	Balance to Finance	22 Monthly Payments
£3399	£99	£3300.00	£137.50
First Instalment £137.50	Final Instalment £137.50	Total Amount Payable £3399	0%APR

0% APR Finance

05 Plate
Vauxhall
Agila



Cash Price	Deposit	Balance to Finance	22 Monthly Payments
£3999	£1199.70	£2799.30	£116.63
First Instalment £116.63	Final Instalment £116.81	Total Amount Payable £3999	0%APR

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08 FORD C-MAX ESTATE 1.6 STYLE 5DR NON STANDARD COLOUR, 20004 MILES.....	£7699
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NON STANDARD COLOUR, 16079 MILES.....	£7999
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NON STANDARD COLOUR, 11520 MILES.....	£7999
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NON STANDARD COLOUR, 27948 MILES.....	£8999
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METALLIC - SEA GREY, 27139 MILES.....	£11399
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159, 1.9 JTD 16v LUSSO, 2008, abs brakes air conditioning alloy wheels cd player diesel electric windows immobiliser leather interior multiple airbags power steering trip computer remote central locking remote audio controls, alfa red, 70000 miles, £10000, Ashford, 0844 826 5918 (TRADE)

159, 2.4 JTD LUSSO, 2007, abs brakes air conditioning alloy wheels cd player diesel electric windows immobiliser metallic paint power steering remote central locking remote audio controls, black, 28347 miles, £12000, Ashford, 0844 826 5918 (TRADE)

159, 1.9 JTD 16v LUSSO, 2008, abs brakes air conditioning alloy wheels cd player diesel electric windows immobiliser leather interior multiple airbags power steering trip computer remote central locking remote audio controls, alfa red, 70000 miles, £10000, Ramsgate, 0844 856 4496 (TRADE)

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159, 2.4 JTD LUSSO, 2007, abs brakes air conditioning alloy wheels remote audio controls, black, 28347 miles, £12000, Canterbury, 0844 856 4494 (TRADE)

BRERA, 2.4 JTD SV, 2007, abs brakes air conditioning alloy wheels cd player cruise control diesel electric windows immobiliser metallic paint leather interior multiple airbags power steering trip computer remote central locking remote audio controls, silver, 28347 miles, £13000, Canterbury, 0844 856 4494 (TRADE)

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2003 53 Reg SAAB 9-3 2.0T Aero, 4 Doors, Manual, Saloon, Petrol, 121,170 miles, Metallic Black Sat Nav, Bluetooth Handsfree Leather seat trim, Radio/CD, Cruise control, Alloy wheels, Immobiliser, Full Electric Pack, Remote central locking, Trip computer, Alarm, Headlight washers, Body coloured bumpers, Rear armrest, PAS, Air conditioning, Anti theft system, Climate Control, Full Service History, Sports seats, Tinted glass.NOW £4,195

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2000 W Reg SAAB 9-3 2.0T, 5 Doors, Manual, Hatchback, Petrol, 70,471 miles, Metallic RED, 2 Owners. Central locking, Folding rear seats, Trip computer, Passenger airbag, Steering wheel reach adjustment, Cloth upholstery, Part Service History, Child locks, CD, Immobiliser, Side airbags, Front electric windows, Electric door mirrors, Rear electric windows, ABS, Headlight washers, Body coloured bumpers, PAS, Radio/Cassette, Air conditioning, Service indicator.£2,495

1998 R Reg SAAB 9-5 2.0T, 4 Doors, Manual, Saloon, Petrol, 116,963 miles, Metallic Red, 2 Owners. Radio/CD, Service indicator, Child locks, ABS, Air conditioning, Alloy wheels, Anti theft system, Central locking, Child seats, Colour coding - Body, Computer, Cruise control, Driver airbag, Full Electric Pack, Heated seats, Leather seats, Metallic paintwork, Multi function steering wheel, Navigation system, Park distance control, Passenger airbag, Power assisted steering, Radio, Rear armrest, Remote locking, Side airbags, Sideskirts, Spoiler, Sunroof, Tinted glass, Traction control.£1,695

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PROPERTY NEWS

Rise in property prices damage chance of sale

ASKING prices for UK property rose by three per cent during October, research shows.

The average home for sale has seen an increase in price of just over £7,000, according to property website Rightmove.

For the past three months the housing market suffered falling prices and the number of homes on the market is remaining close to an all-time high.

The research indicates that sellers are refusing to adjust to these new market conditions.

Rightmove explained that what it called "bullish pricing" is typical of the autumn property market and vendors often struggle to react to both new stock and market changes.

The property portal also indicated that many sellers are likely to be disappointed as evidence shows that high prices can damage chances of selling the property.

Miles Shipside, director of Rightmove, said: "It is a sign that many sellers are not experiencing high levels of financial stress, but can't afford to accept a lower price if they are to make their sums stack up for the next move."

Drop in number of high end homes on market

THE value of the UK's most expensive properties has fallen by 1.5 per cent over the past year, figures from Primelocation.com have revealed, despite a slight decrease in the availability of stock.

Top value homes in Kent did not fare as badly as those in other parts of the UK, according to market analysts.

London saw the biggest monthly falls in value for the highest-end stock, dropping by 2.4 per cent between August and September 2010, while prime properties in Wales fell by 5.8 per cent over the year.

Primelocation.com believes the two main reasons for falling values are fewer wealthy individuals looking to buy property from abroad, as well as higher taxes prompting more of the UK's rich to emigrate.

SALES of properties worth £1 million and over have risen by 118 per cent in the past year, according to new figures from Halifax.

Although sales over £1m represent a tiny proportion of the UK property market as a whole, shares of all sales have risen from 0.5 per cent in the first six months of 2009, to 0.9 per cent in the same period of 2010.

A spokesman said: "The increase reflects the weakness in sterling and the relatively strong housing market in the south east."



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AIMING HIGH: Eric Pickles (pictured below), the communities and local government secretary, has pledged to upgrade thousands of affordable homes for low-income families

150,000 new homes as part of reforms to social housing

THE Government has cut the social housing budget by more than 50 per cent, from £8.4 billion over the previous three-year period to £4.4 billion.

However, it says that it will invest £4.5bn in 150,000 new affordable homes over the spending review period.

It will also carry out a major reform of social housing in this country, said Chancellor George Osborne while outlining changes made in the 2010 Comprehensive Spending Review.

Included in this reform will be a shift in responsibility to local councils and a scheme which allows social landlords to charge tenants a weekly rent between social and market rates.

In addition, more than £2bn has been allocated to the Decent Homes programme,

■ BY NICK AMES

which improves housing for vulnerable people.

Other changes include a new cap on Local Housing Allowance to single claimants under 35 who are living in the private rented sector.

They will now be restricted to the rate for a single room in a shared house rather than in a one-bedroom property.

Eric Pickles, communities and local government secretary, said: "We have that seen that the old system of house building simply did not work."

"We are making the money available and delivering the reform to build and upgrade thousands of affordable homes for people on lower incomes over the next four years."

These cuts are likely to attract controversy due to plans to subsidise budget cuts by forcing those on housing benefit to pay a higher rent.



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ASHFORD £85,950

One bedroom purpose built flat in the Newtown area of Ashford. Accommodation consists of lounge, kitchen and bathroom. In very good order this would be an ideal purchase for a first time buyer or investor.



WILLESBOROUGH £155,000

Victorian semi detached property offers three bedrooms, lounge/diner that has many original features including an open fire with hearth, fitted kitchen also a south-facing garden. Perfectly situated for easy access to Ashford's rail and road links.



ASHFORD GP £130,000-£145,000

This is a 3 bedroom terraced property situated a short walk away from Ashford town centre and train station. The property benefits from a good-sized lounge/diner, kitchen with a utility room, plus an easy maintainable garden.



GODINGTON PARK £125,500

Situated in the popular area of Godington Park is this very well presented 1 bedroom home. The remaining accommodation consists of lounge, double glazed conservatory and bathroom. To the rear is a low maintenance garden and allocated parking.



ORCHARD HEIGHTS £115,000

Ideal first home in the popular Orchard Heights area. The accommodation consists of lounge, bedroom, kitchen, bathroom and downstairs cloakroom. To the front is allocated parking for one car. Close proximity to both the A20 and M20 and Ashford's town centre.



KENNINGTON GP £119,995-£129,995

Two bedroom ground floor flat in the popular location of Kennington. Further accommodation consists of a lounge, kitchen and family bathroom. To the side of the property is a single garage with additional off road parking.



WILLESBOROUGH OIEO £170,000

End of terrace 4-bedroom family home in Willesborough area. Additional accommodation consists of Lounge, Kitchen / Diner, Downstairs Cloakroom and Conservatory. Parking is provided to the rear with the added benefit of a single garage. CHAIN FREE



GODINTON PARK GP £224,995-£234,995

Four bedroom detached home in the Godinton Park area. Further accommodation consists of lounge, separate dining room, kitchen, downstairs cloakroom and family bathroom. There are front and rear gardens, off road parking and larger than standard single garage.



SINGLETON OIEO £165,000

Delighted to be offering this 3-bedroom end of terrace home. Arranged over two floors further accommodation consists of lounge/diner, fitted kitchen, family bathroom and downstairs cloakroom. Parking is provided by the allocated parking space and single garage.



SINGLETON GP £194,995-£204,995

Three bedroom home is located in the popular area of Singleton Hill. It benefits from a Master bedroom with en suite bathroom, cloakroom, fitted kitchen, lounge and conservatory. There is off road parking and a single garage.



SINGLETON OIEO £244,995

Detached 4 Bedroom family home in the area of Singleton. Accommodation consists of one with en suite shower room, lounge, kitchen/diner and family bathroom. There are front and rear gardens, garage and off street parking.



KINGSNORTH GP £285,000-£299,950

Four-bedroom family home, set in the Kingsnorth area. Further accommodation consists of lounge, separate dining room, high spec fitted kitchen, downstairs cloakroom, family bathroom, en suite shower room, integral garage and off street parking for two cars.



KINGSNORTH £269,995

Situated in sought after Knights Park this four bedroom detached family home consists of lounge, separate dining room, fitted kitchen, utility room, en suite to master, family bathroom and downstairs cloakroom. There is a single integral garage and off road parking.



HIGHLAND PARK GP-£275,000-£295,000

Detached family home for sale in the often requested location of Highland Park. The accommodation comprises of 4 bedrooms, 3 reception rooms, lounge, fitted kitchen, family, en-suite shower room, downstairs cloakroom and utility room. There is a garage and off road parking for two cars.



PARK FARM £290,000

Detached family home in the ever popular location of Park Farm. The Accommodation consists of 4 bedrooms, en-suite to master, lounge, separate dining room, kitchen, utility room, study, cloakroom and family bathroom. To the rear are (in our opinion) generous gardens mainly laid to lawn. Parking is provided by the double garage and off road parking for approximately 2 cars.

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GODINTON PARK GP £335,000-£350,000

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KENNINGTON

Vaulted ceiling in the dining room is a delightful feature of this extended semi, which also has 110ft rear garden, three bedrooms, large sitting room, kitchen, utility room, cloakroom, main bathroom & double width drive. Ideal family home well presented throughout.
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Just move in and sit down as vendor prepared to sell this semi det home furnished, three large bedrooms, main bathroom, sitting room, large kitchen/diner, cloakroom, cul de sac position, gas heating & double glazing. No chain.

£132,000



SINGLETON HILL

There is a conservatory and adjacent garage with this sought after three storey town house three bedrooms (master en suite) family sized kitchen.

£225,000



MERSHAM

Executive det property on quarter acre plot in sought after village. Four bedrooms (master en suite) main bathroom, sitting room, dining room, garden room, large kitchen, utility room, double garage, laundry room with shower. Well kept gardens oil fired heating. Rarely available must be seen.

£385,000



SHADOXHURST

Enlarged rural family semi on generous plot backing onto fields, three bedroom (master en suite) attic room, sitting room, dining room, large breakfast room, kitchen, sep utility room, g/f bathroom, double gge, oil fired heating & double glazing.

£249,995



SINGLETON

This is a rarity detached apartment with two bedrooms, kitchen built in apps, bathroom, sitting room, garage with utility space, gas heating, double glazing. No chain, must be seen.

£139,995



SINGLETON HILL

Attractive double fronted town house enjoying views to the downs Acc set over three floors cloakroom, sitting room, kitchen/diner, utility room, four bedrooms (master en suite) main bathroom, and separate shower room. Double garage, double width drive priced to sell.

£239,995



WILLESBOROUGH LEES

Corner plot position, four bedroom detached property. With double garage in sought after location. Cloakroom, sitting room, conservatory, kitchen/breakfast room, utility room, master bedroom with en suite. Main bathroom & summer house with hot tub.

£299,995



GODINTON PARK

Keenly priced four bedroom detached house, on sought after development. Cloakroom, family sized kitchen / diner, sitting room, main bathroom, good sized garage, attractive rear garden not overlooked, gas heating, double glazing no chain.

£229,995



WILLESBOROUGH

Last one remaining brand new one bedroom ground floor flat with off road parking kitchen with built in oven and hob bathroom with shower sitting/dining room with patio doors.

£110,000



CLOSE TO VICTORIA PARK

Impressive town house with conservatory and garage, cloakroom, large kitchen / breakfast room, dining room / bedroom 4 first floor, sitting room, three further bedrooms (master en suite) main bathroom double glazed & gas heating.

OIEO £199,995



WILLESBOROUGH

There is a playground at the bottom of the 100ft garden of this recently re-furbished sought after semi detached property now offers new kitchen new bathroom with separate shower cubicle.

OIEO £195,000

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ADMINISTRATOR

DMS family run Cleaning and Repairs Company are looking for a motivated confident person to work within their office, based near Folkestone. Experience in customer services and taking repair bookings. Must be computer literate. Knowledge of Quick Books system an advantage. 4 days per week, Monday - Friday 9-5
For further information please contact Fiona on 01303 248828 or email: fiona@dmspropertymaintenance.co.uk



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Requires

Experienced Stylists & Apprentices

At their Folkestone salon.
Please call Sarah on 01303 257795



BETHANY LODGE Dymchurch Requires: REGISTERED NURSE

Day or Night duty to join us in caring for Adults with a physical disability.

For more information and an application form please contact the Manager on Tel: 01303 872289

Helpdesk Analyst Vacancy Sittingbourne Kent

St Regis Paper Company is the largest manufacturer and recycler of paper in the UK. We currently have a vacancy for a Helpdesk Analyst, based at our Divisional Head Quarters in Sittingbourne, Kent.

The main duties of the post will involve: receiving and logging incoming calls, diagnosing and resolving faults remotely, ensuring calls are satisfactorily resolved within acceptable timescales, producing management reports on Helpdesk statistics and assisting with documentation of Helpdesk procedures and tasks.

The ideal candidate will possess; excellent customer service skills, a professional telephone manner with an outgoing personality, an appetite to learn new skills and resolve customer's problems. Although not essential, previous experience in a customer facing role would be desirable.

Systems to be supported include; Windows operating systems, AS400 operations and bespoke applications, Lotus Notes, Microsoft products and a Helpdesk system. Whilst experience of these systems would be distinct advantage training will be given to the right candidate.

Salary range depending on experience £16 - 20,000 pa
Closing date for application strictly 18th November 2010
Successful applicants only will be contacted to attend a 1st interview after week commencing 22nd November 2010.
Apply in writing with current CV to:

Ms Kerry Lillico
St Regis Paper Co Ltd IT Dept
Unit 2 Oaklands Court, Tiverton Way
Tiverton, Devon, EX16 6TG



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■ Lecturer in Hairdressing

Salary scale: £25,589 - £30,205 for 37 hours per week all year

■ Programme Leader – Trowel Trades

Salary scale: £29,413 - £34,817 for 37 hours per week all year

■ Lecturer in Plastering

Salary scale: £25,589 - £30,205 for 37 hours per week all year

■ Trainer Assessor – Health and Social Care

Salary scale: £9,500 - £11,500 for 18.5 hours per week all year
plus achievement incentives based on income and performance

■ Business Services Administrator (maternity cover) Fixed term until the end of April 2011

Salary scale: £14,854 - £15,980 for 37 hours per week all year

For further details and to apply online please visit our website www.thanet.ac.uk and click on 'Vacancies'. Alternatively contact the HR office, Thanet College, Ramsgate Road, Broadstairs, Kent, CT10 1PN or telephone our application line for an application pack on (01843) 605052

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A second Deputy Head of Care required to work at this special school for children aged 11-19 with autism and associated learning difficulties, reporting to the Senior Care Team. Previous employment within a school or social care setting is essential, with relevant leadership/management experience. NVQ Level 4 qualification is desirable, but not essential as training will be provided.

A proportion of the working week is to be spent in direct care work/pupil support to an average of 75%. The post holder must be skilled in working with children and young people who present complex challenging behaviour. The successful applicant will have a track record of proactive approaches to behaviour management and will be required to manage the schools extended year provision, which will involve working outside of term time. Some holiday entitlement can be taken during term time by arrangement with Headteacher or Head of Care.

Stone Bay School is committed to the safeguarding and promotion of the welfare of children and employees are required to have an enhanced CRB disclosure. KCC final-salary pension scheme membership available.

Please phone 01843 863421, e-mail office@stone-bay.kent.sch.uk, or write to Stone Bay School, 70 Stone Road, Broadstairs, CT10 1EB for an application form.

Closing date for applications is Friday 12th November 2010.
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Salary will be commensurate with experience.

If you would like to discuss the above positions, please contact Niall Warne, Production Manager or Matt Knight, Studio Manager.

Please apply in writing enclosing full CV to the address below. Alternatively applications may be emailed to gmorgan@cclind.com

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KOS MEDIA (PUBLISHING) LTD TERMS AND CONDITIONS

1. Advertisements will be accepted only on the express condition that the advertiser warrants that the advertisement does not in any way contravene any existing legislation and in particular the Trade and Description Act 1968 and the Consumer Credit Act 1974.
2. It is the responsibility of all advertisers to ensure that all advertising meets all forms of government legislation and KOS Media (Publishing) Ltd (the "media owner") takes no responsibility for liability in errors and omissions to the content of our media.
3. All rates quoted are subject to VAT at the rate currently in force at the time the advertisement appears.
4. All rates within the annual advertising agreement will be rate protected for 12 months from the first date of publication under the signed agreement.
5. Any unsuitable material posted on any website belonging to KOS Media (Publishing) Ltd by the advertiser or any associated third party will be removed or refused. All passwords and security supplied to the advertiser by KOS Media (Publishing) Ltd in relation to the use of the posting of material via the media owner's online administration tool will be the responsibility of the advertiser. The advertiser indemnifies KOS Media (Publishing) Ltd against any damages as a result of misuse of these privileges by either the advertiser or any third party given password privileges by the advertiser.
6. KOS Media (Publishing) Ltd reserves the right to change passwords intermittently to ensure the overall and ongoing security of its websites within the public domain.
7. Copyright and licenses for voice-over/music/photography or film for advertising promotions or otherwise within the various forms of media in print, online and moving film owned by KOS Media (Publishing) Ltd must have been sought, verified or paid for by the advertiser where applicable. Approval or permissions must have been given by any potential beneficial owner voice-over or music. The advertiser must be able to verify any statements or claims (promotional or otherwise) in relation to their products/services promoted within any of the media offerings belonging to KOS Media (Publishing) Ltd.
8. Where shrinkage of an advertisement occurs for whatever reason, the advertisement will be charged to the nearest full centimetre where it relates to the media owner's printed publications. This will NOT apply to full-page advertisements, which remain full pages.
9. KOS Media (Publishing) Ltd reserves the right to omit or refuse any advertisement/commercial/web content without notice or explanation. In these terms the word "advertiser" shall be construed to include any person or organisation placing an advertisement on behalf of another.
10. A guarantee of insertion cannot be given and the media owners shall not be liable for any loss or damage caused by any error inaccuracy within your marketing content. In no case shall the total liability of the media owner for any error or omission exceed the price charged by the media owner for that advertisement.
11. No liability is accepted for any loss or damage alleged to have arisen through delay in forwarding replies to Box numbers, however caused, nor for the loss or damage to any artwork supplied.
12. Claims for any error or inaccuracy in your media messages with KOS Media (Publishing) Ltd must be made in writing to the accounts department within 10 days of publishing.
13. KOS Media (Publishing) Ltd accepts no responsibility for any errors or omissions made on their websites by the advertiser.
14. KOS Media (Publishing) Ltd has the right to cancel the advertiser's annual membership without notice should the advertiser deliberately publish out of date material or content on any of the media owner's online digital platforms. KOS Media (Publishing) Ltd will seek to recover, in full, all outstanding invoices in relation to the signed annual membership as a result of the advertiser's negligence in this regard and reserves the right to claim damages for any potential vesatious action of the advertiser.
15. Advertisers are requested to check their advertisements after the first insertion. The media owner will not be responsible for any errors on subsequent insertions, which have not been advised to them in writing.
16. A minimum of one month's notice must be given in writing for any cancellation of the signed annual advertiser's agreement. Upon cancellation, all discounts from KOS Media's standard effective media advertising rate card (July 2008-June 2009) will be recalculated and adjusted accordingly in line with KOS Media's standard media rate card (effective July 2008-June 2009) and will reflect the revised length of commitment denoted by the advertiser's written cancellation. Any surcharges, refunds or costs in relation to the production of the advertiser's TV commercial for the commitment set out within the advertiser's agreement will be met in full by the advertiser as per KOS Media's standard media advertising rate card (July 2008-June 2009). Discounts will be reapplied and any refunds or surcharges will be paid by either party within 30 days of the advertiser's written cancellation. Any other advertising placed must give a minimum of seven days' written notice and any discounts given for series bookings will be forfeited by the advertiser upon cancellation.
17. Seasonal contracts. Your Professional classified advertisements or any uplift advertising within the annual contract with the advertiser will be invoiced in full - at rate card - on receipt of any written cancellation of this contract within the 12-months.
18. All uplift advertisements must be booked in at least three months in advance of publication and will be subject to availability. All dates booked will be on a first-come, first-served basis.
19. The advertiser must agree to the date and time of filming of any online TV advertising commercial supplied by KOS Media (Publishing) Ltd within the advertiser's agreement. (Platinum, Gold, Silver standard rate card). Should, for any reason, the advertiser not be available at the agreed time without giving sufficient notice (at least 48 hours), KOS Media (Publishing) Ltd reserves the right to charge for any further TV production at its standard published hourly rate should the advertiser still wish to use KOS Media (Publishing) Ltd's production services to complete its TV commercial or photographic imagery included in the advertiser's agreement. The advertiser will approve and accept that there are only two choices of voice-over and music offered by KOS Media (Publishing) Ltd. Should an advertiser wish to use other voice-over or non-copyright free music it is the responsibility of the advertiser to pay the PRS rights should they be required to do so. Any changes to or failure to approve the TV production by the deadlines agreed between both parties will result in KOS Media (Publishing) Ltd being given permission by the advertiser to replace the TV commercial with pictures or stills from a choice of photography supplied by the media owner until the advertiser can supply a TV commercial produced at their own cost and risk outside of this agreement. The advertiser also accepts and agrees that this action would not reduce the value or cost of their membership. Any cost of changes required to the TV commercial throughout the advertiser's agreement will be borne by the advertiser outside of this agreement.
20. Each advertiser accepts that their ranking and position within KOS Media (Publishing) Ltd's search engine will be equal to those within their category (Platinum, Gold, Silver, Bronze, etc) other than they will be ranked based on the search engine criteria of optimisation within their level (Platinum, Gold, Silver or Bronze).
21. Any delivery claims made by the advertiser or discount vouchers published within the print or online media of KOS Media (Publishing) Ltd and any action as a result of the public or otherwise is the sole responsibility of the advertiser. Any claims resulting from this via KOS Media (Publishing) Ltd must be met by the advertiser.
22. a. All credit accounts due for payment shall be notified to the Advertiser by the 30th day following the date of the invoice, time of the essence. All sums due to KOS Media (Publishing) Ltd or RBS Factoring shall be paid in full, and the Advertiser shall have no right of set off in any circumstances.
b. In the event that payment is not received by KOS Media (Publishing) Ltd or RBS Factoring by the due date, the media owner shall be entitled to suspend all further advertising until payment is received and/or repudiate the contract and make any surcharges for breaking the contract.
c. In the event that payment is not received by KOS Media (Publishing) Ltd by the due date, the media owner reserves the right to charge interest on all overdue balances calculated on a daily basis at the rate of two per cent above the minimum lending rate of National Westminster Bank Plc from time to time in force.
d. Notwithstanding anything in these terms and conditions or implied to the contrary, in the event of the Advertiser ceasing to use the services of KOS Media (Publishing) Ltd (for whatever reason), the whole amount of monies due from the Advertiser to the date of cessation shall fall due for immediate payment.
e. The Advertiser will be liable for all costs incurred by KOS Media (Publishing) Ltd in the recovery of debts not paid by the due date.
f. Payment may be made by cheque, credit transfer, direct debit, cash and any major credit card.
23. Any discount which KOS Media (Publishing) Ltd may have agreed with the Advertiser shall be forfeited in the event of failure by the Advertiser to complete the contract or to meet the above credit terms.
24. Advertising Agency commission will be allowed to those advertisers recognised by the Newspaper Society, but shall not exceed ten per cent and will be subject to the terms of that recognition. This commission will not be allowed if the Advertising Agency fails to meet the terms.
25. All private advertisements and certain categories as laid down by KOS Media (Publishing) Ltd must be prepaid.
26. The Advertiser agrees to indemnify KOS Media (Publishing) Ltd in respect of all costs, damages or other charges falling upon the media owners or any of the companies within the KOS Media Group as the result of legal action or threatened legal action or threatened legal arising from the publication of any advertisement or advertising promotion.
27. An order for an advertisement shall amount to acceptance of these terms and conditions, and any condition placed on an order by an Advertiser shall be null and void in so far as it conflicts with them.
28. Copyright in advertisements produced wholly or partially by the media owners belong to KOS Media (Publishing) Ltd. Advertisers may not reproduce such advertisements without the media owner's written consent.

All terms and conditions stated above are in place to protect the advertiser, the media owner and the communities they serve within the public domain as well as the beneficial rights of individuals and organisations. KOS Media will endeavour to always act reasonably in applying its terms and conditions.

Effective from June 2008

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Senior B2B Sales Professionals

To play a key role in developing new business and maintaining existing relationships. The ideal candidate should be comfortable with all stages of account management and should be proficient at sourcing leads, creating initial contact, delivering presentations, writing proposals, negotiating and closing. The person we are seeking will be an energetic and enthusiastic individual with good interpersonal skills, strong relationship-building capability and have excellent verbal and written communication ability. They will need to demonstrate a proven sales track record, preferably from within B2B media, will have a good understanding of the benefits of printed, online and live media and ideally have knowledge of the Kent marketplace.

Telephone Sales Executive

Are you confident, competitive, determined and hard working? Do you enjoy a challenge and have a 'can do' attitude?

We are looking to recruit highly driven, experienced telesales professionals able to work under pressure to deadline and target, in our fast-paced advertising department.

Are you Sport mad?

Commercial Sales Manager (Sports Products)

Playing the key role in selling advertising and sponsorship across our new sports products is something that an all-round sports enthusiast would revel in. Candidates will possess a proven track record in media sales, combining excellent communication and presentation skills, a great business acumen, tenacity, and the ability to build positive business relationships.

Ultimately, we need an articulate and assured sales person with a structured sales technique, a positive manner and passion for all things sport.

Events and Exhibitions Executive

You will play the key role in selling and coordinating our groups events, exhibitions and sponsorship across our market-leading portfolio of newspapers, magazines, show guides, websites and mobile products.

Reporters

We are looking for NCTJ-trained reporters to join our busy newsroom. Candidates must be genuine all-rounders who are able to write across the various sections of our newspapers and websites, from news to features and leisure.

You will be a self-starter bursting with ideas who is able to adapt their writing style to meet the needs of a variety of publications.

Full-time Creative Personal Assistant

Reporting to the managing director and editorial director

The successful applicant will need to demonstrate they have the ability to not only produce excellent reports and run senior directors' diaries, but also have writing skills that would not be out of place in our newsroom. You will be producing monthly management reports and minutes of board meetings as well as preparing copy for marketing, and on occasions supplying well written PR for our websites, newspapers and magazines as well as the wider world of media. This position also demands absolute discretion as the business develops in the coming years.

The successful applicant must also have the ability to work to tight deadlines and be flexible when work demands dictate.

Some knowledge of media, marketing or PR would be advantageous.

We offer an excellent basic salary plus generous bonus scheme, ongoing training and career development, five weeks' annual leave, contributory pension and life assurance scheme (after qualifying period) and all the benefits of working for a large media organisation.

Please apply with your CV and covering letter in the first instance to:

sandra.waghorn@kosmedia.co.uk
or in writing to Sandra Waghorn,
ARCHANT KOS MEDIA,
Apple Barn, Hythe Road, Smeeth,
Ashford, Kent TN25 6SS

About us

KOS Media publishes the UK award-winning Kent on Sunday newspaper and a series of free weekly newspapers, magazines and associated websites and mobile products.

The company produces kentnews.co.uk and yourkentTV, an internet-based TV service providing regional and local news, business and sport, plus websites for jobs, property and motors.

KOS Media's newspapers have won more than 10 national awards, including UK Regional Newspaper of the Year, and UK Free Weekly Newspaper of the Year six times.

In June, 2010, media group Archant purchased KOS Media.

Archant is the UK's largest independently owned regional media business

It is a community media company active in the fields of regional newspaper and magazine publishing, contract printing and internet communications. All its titles serve clearly defined communities, based around locations or interest groups.

Archant can trace its roots back more than 160 years and today remains one of the country's largest independent media businesses. As a private company it employs 1,850 people right across England. It has an annual turnover of £142 million.

The newspaper division, Archant Regional, produces four daily regional newspapers and around 60 weekly titles with a combined circulation of 2.25 million copies every week. It is a UK top six regional newspaper publisher. It also publishes many of the group's 180 websites and a number of its magazines.

Archant also owns three magazine companies, which between them produce around 80 magazines.



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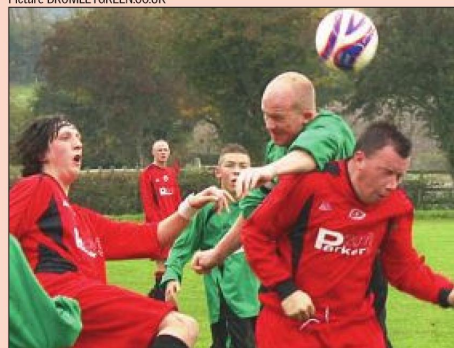
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Picture BROMLEYGREEN.CO.UK



UNLUCKY: Glenn Mackett went close with this headed effort

Green find form to ease past New Romney

BROMLEY Green moved up to seventh in the Kent County League Division One East after an assured display against New Romney.

Green started brightly and created several half chances early on and they were unlucky not to take the lead when Ryan Smith headed against the crossbar.

Glenn Mackett headed over shortly after, before Dave Smith opened the scoring on the half-hour mark. Mickey Doyle was alive to Rocky Hayles' corner to head home the opener for the home side.

Green continued to push for a second

FOOTBALL

Bromley Green 3 New Romney 0

goal in the second-half, but it didn't arrive until the 75th-minute. Steve Harris burst into the Romney half and let fly with a powerful 25-yard drive which flew into the net. Hayles added a third before the final whistle to complete a comfortable 3-0 win.

Smith's side face arguably their toughest test of the season so far when they travel

to league leaders APM on Saturday.

On Sunday, Bromley Green's Sunday XI easily moved into the next round of the Ashford Charity Trophy after a 10-0 win at Charing. Mackett scored a hat-trick while there were braces for Matt and Marc Collins. Harris and Rob Greenfield were also on the scoresheet and an own goal completed the rout for Green.

Elsewhere, Kennington's stay in the Inter Regional Challenge Cup is over after a 3-1 defeat against Bly Spartans. Josh Conlon scored the consolation goal, which was his first for the club.

HOCKEY

First league win for Smith's side

Barnes 4 Ashford 6

ASHFORD finally opened their account in the South Hockey League by edging a pulsating ten-goal thriller at Barnes.

Chris Smith's side went into the game having picked up their first win in all competitions last week with a 6-5 win against Gore Court in the England Hockey Men's Trophy. The side would have been hoping for a much easier challenge, but were again involved in another high-scoring game on Saturday.

A hat-trick from Rob Playford, a brace from Akim Toussant and a strike from Sam Handley eventually secured an end-to-end win against Barnes.

The result saw Ashford collect their first three points of the season and has moved Smith's side up to ninth in the Premier Division Two table, ahead of Saturday's clash against Lewes.

Meanwhile, Ashford ladies 1st XI return to Kent Hockey Association Premier League action on Saturday with a trip to Old Bordenian ladies.

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SIDECARS

Tim's season high

NEWLY crowned British F1 Sidecar champion Tim Reeves ended the season on a high with a win and a second place at Mallory Park on Sunday.

The Tenterden-born racer entered the final round of the British Championship with the title already secured. However, he continued to push, finishing second behind Ben and Tom Birchall in the opening race and he notched up his 13th win of the year in the final race.

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POSITIVE: Ashford piled the pressure on HSBC during the second-half to claim victory which took them top of Kent 1 and continued their unbeaten streak in the league



Pictures: JORR KUIPERS

Home win sees Ashford sitting pretty at the top

RUGBY

■ BY YOURASHFORD REPORTER

Ashford 20 HSBC 10

exploit a gap in the defence and score the first try of the game.

Danny Bushell intercepted the ball deep in Ashford's 22 and he offloaded to Dave Connell, who then found Tommy Murray. The prop forward powered his way through three tackles before crashing over the try line. JJ Murray added the extras to give Ashford a 10-0 lead.

A second try followed which will probably be

a contender for try of the season. The Ashford forwards won the ball from a line-out in their own half and drove ten metres, before scrum half Ali Vant passed to the backs. The ball was exchanged through four sets of hands before Liam Murray ran 70-metres and offloaded to Chris Baker to crash over.

HSBC started the second-half determined to haul themselves back in the game and shortly after the restart they found a gap in the defence and scored.

The try seemed to affect the home side and possession swung to their opponents. However, Ashford regrouped and put the game out of reach when Joe Lakin played in JJ Murray, who beat three tackles to score.

The home side conceded a try late on, but it was not enough to take the victory away from the division's new leaders.

Camier is back on track after a two-month break

SUPERBIKES

BY TOM HOWARD

LEON Camier's recovery from a broken wrist took another positive step as the World Superbike rider completed a three-day test.

Camier broke the scaphoid bone in his wrist during the German round of the championship two months ago. Last week's test at Spain's Motorland Aragon circuit was the Ashford rider's first outing on the bike since the accident, which sidelined him for the final three rounds of the season.

Camier, who has agreed a deal to race for the Aprilia factory team for a second season, was pleased with his progress at the test. The 24-year-old set the fifth fastest time, but was more than a second behind team-mate, and new world champion, Max Biaggi.

He said: "The test ended up pretty good for us. We closed the gap to Max quite a bit and we found some improvements with the electronics that we've been looking for. But we have to keep remembering that this test wasn't about lap times for us, it was about getting comfortable on the bike again and learning the circuit.

"I felt better and better on the bike, even though on the last day it was pretty cold and that made my wrist hurt a bit more. I'm confident that if I needed to push harder, I could. Also, things should be a lot easier when I start to use the higher spec parts on the bike at Phillip Island."



PROGRESS: Leon Camier was pleased with his performance at last week's test at Spain's Motorland Aragon circuit

Before he will compete in the Aprilia team's next test at Australia's Phillip Island, he hopes to head to America to hone his skills at the California Superbike School.

On the next test, he said: "I'm really looking

forward to it because as I say, I'll have the new spec parts which I've been without at this test, and also I know the circuit and my wrist will be better again, so hopefully we'll see even more improvements."

FOOTBALL



Picture: KETH SAITER

FUTURE: Mark Patterson in charge of the academy

Playing the waiting game frustrates new Nuts and Bolts boss

NEW Ashford Town manager Tony Reynolds hopes he can begin his squad-building progress no later than January.

Reynolds, who was named the club's new first-team manager in October, is eager to start building for next season, but his plans have ground to a halt as Ashford seek affiliation from the Kent FA and learn which league they will play in.

The Ashford boss admitted it is a frustrating situation to be in, but hopes he will finally be able to begin putting together a squad in the new year.

In the meantime he has been following a number of local games in the search of potential players for his side.

Important

He said: "I haven't been able to do an awful lot until we know what league we will be playing in. We would like to be playing in the Kent League at Homelands, but there are no guarantees at the moment.

"I hope to hold some trials at Sandy Acres Sports Club in January for prospective players. These could be really important to us and we hope we can try and persuade some of the talent in Ashford to take the next step with us."

Reynolds is also keeping in regular contact with Town's academy boss Mark Patterson, who is in charge of Ashford's Ryman Youth League side.

Reynolds said: "I have spoken to Mark on a couple of occasions and the lads playing for his side are the future of the club really, so the academy side is very important."

Elsewhere, Ashford Town chairman Ernie Warren has been in contact with Kent FA chief executive Keith Masters about affiliation, but a meeting to discuss matters is yet to take place.

LEAGUE TABLE

(Not including midweek games)

KENT LEAGUE PREMIER DIVISION

	P	W	D	L	Gd	Pt
1 Herne Bay	11	6	4	1	9	22
2 VCD Athletic	10	6	3	1	6	21
3 Beckenham Town	9	6	1	2	8	19
4 Greenwich Borough	9	6	0	3	10	18
5 Deal Town	10	5	1	4	-2	16
6 Hythe Town	7	4	1	2	6	13
7 Erith Town	9	3	4	2	3	13
8 Sevenoaks Town	9	4	1	4	-2	13
9 Tunbridge Wells	7	3	3	1	10	12
10 Norton Sports	8	2	4	2	1	10
11 Fisher	9	3	1	5	-5	10
12 Erith & Belvedere	7	2	1	4	-3	7
13 Corinthian	8	2	1	5	-7	7
14 Lordswood	8	1	2	5	-6	5
15 Holmesdale	10	1	2	7	-11	5
16 Sporting Bengal	9	1	1	7	-17	4

KENT COUNTY DIVISION ONE EAST

1 APM	6	4	2	0	13	14
2 Bredhurst Juniors	6	4	2	0	8	13
3 Otford Utd	7	3	3	1	2	12
4 Milton & Fulston	9	3	2	4	-8	11
5 Sheerness East	6	3	1	2	6	10
6 Staplehurst & Mon	6	2	2	2	3	8
7 Bromley Green	4	2	1	1	3	7
8 Sheppey United	4	2	1	1	0	7
9 New Romney	6	2	1	3	-2	7
10 Premier	3	1	0	2	-2	3
11 Larkfield & New Hythe	6	0	2	4	-5	2
12 Kennington	4	0	1	3	-12	1
13 University of Kent	3	0	0	3	-6	0

FIXTURES (Saturday):

FA CUP FIRST ROUND: Hereford United v Hythe Town

KENT COUNTY LEAGUE DIVISION ONE EAST: APM v Bromley Green

Hythe set to be backed by big following for cup clash

FOOTBALL

HUNDREDS of Hythe Town supporters will head to Hereford United on Saturday hoping their dream FA Cup run still has at least one twist in the tale.

The lowest ranked club left in the competition, Hythe have won six ties to reach the first round proper, knocking out a Conference South and a Ryman Premier club along the way. A game against Football League opposition this weekend is their reward, with about 500 supporters expected to make the long journey. While just being in the first round is a huge achievement – it is the first time a Kent League side has reached this stage for more than half a century – Town boss Scott Porter is urging his players to believe they can spring another surprise.

"We believe we can get at least a draw and take them back to our place for a replay," he said. "We have to enjoy what has happened and soak it up, but we're not going to go there and roll over. As soon as we get in the changing room it will be serious, although I don't think we will need a lot to get us going.

"We might need to have a bit of luck and need them to have an off-day, but we've got to make sure we're in the game, not concede in the first 20 minutes and build from there. "The confidence around the place is fantastic, we just can't wait to get on with it."

Porter is preparing as professionally as possible and travelled to watch Hereford take on Aldershot in League Two last night. He also met up with Gills boss Andy Hessenthaler on Monday to look over some



Picture: IAN KIPPO

PREPARING: Scott Porter (right) watched Hereford United play last night ahead of the FA Cup first round

DVDs of United in action.

The Town boss may want to avoid looking at highlights from Saturday's game, when struggling Hereford suddenly found some form as they thrashed Stockport County 5-0.

The gulf between the sides was demonstrated last weekend. While the Bulls were running riot at Edgeley Park, Hythe lost 2-0 to Lordswood in front of 105 spectators.

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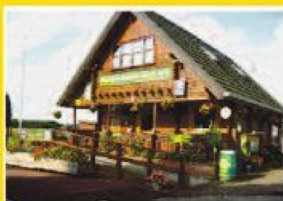
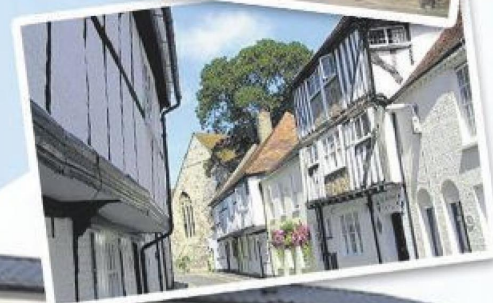
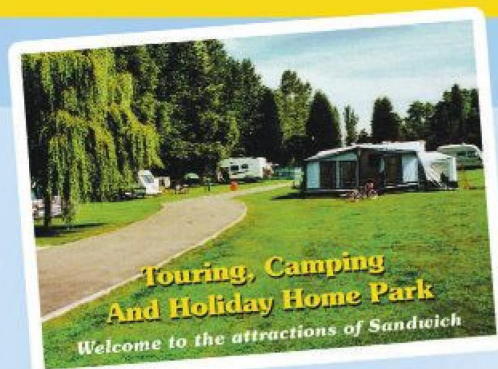
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